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ESTAB. 1859

REGISTERED AS A NEWSPAPER.

ONE: CENTRAL 3617.  
ADS: "CHEMUS,  
LONDON" (2 Words).

PUBLISHED WEEKLY AT 42 CANNON ST., LONDON, E.C.4.

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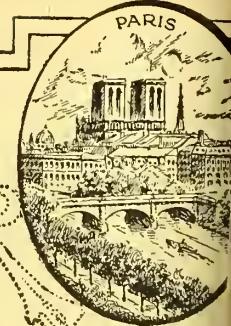
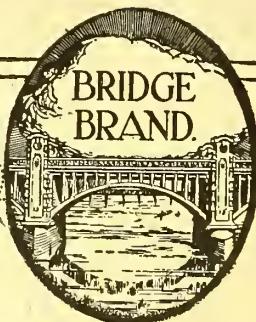
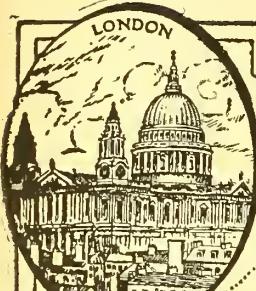
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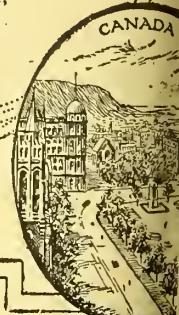
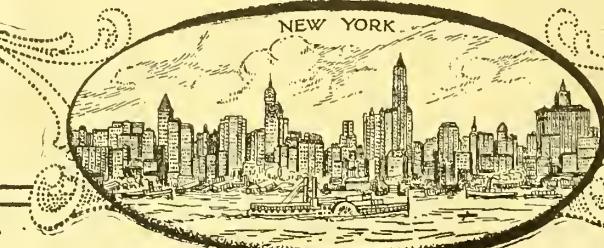
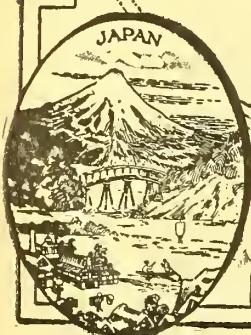
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# BOURJOIS

PARIS

# POUDRE de RIZ de JAVA

Please note that the prices of

## Poudre de Riz de Java (Bourjois)

are as under :

1/3 size	No. 45	10½d. size	No. 495
10/- per doz.		7/- per doz.	

The P.A.T.A. Prices for "Poudre de Riz de Java" are 1/3 and 10½d. per box.

**A. BOURJOIS & Cie, Ltd., 66 Carter Lane, LONDON, E.C.4.**

Also Manufacturers of the celebrated "ASHES OF ROSES," 15/- per dozen.



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THEY COST  
28 lb., 1/11 lb.; 56 lb., 1/10 lb.  
1 cwt., 1/9 lb.  
COMPLETE SHOW AND  
200 CARTONS FREE with 56 lb.

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HAVE you made your first display yet? Many pharmacists have, and they are selling a very nice quantity. Round shape, orange-flavoured Sulphur Tablets are a favourite with the public, and our quality is spoken of as excellent by all our many customers. The wholesale price has been reduced by the fall in the price of sugar, which gives you an even better profit this year than last. Order Now!

*We can supply a cheaper tablet at 2 d. per lb. less, but the above is the quality we recommend.*

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PHARMACY SERVICE**  
W.B.CARTWRIGHT LTD.

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MALT FLOUR for INFANTS' and INVALIDS' FOODS.

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## No. 2

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Grasp the underlying truth of this announcement by a well-known firm of national advertisers. Turn your mind to the consideration of how best to attain a turnover which will increase with steady persistence.

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Quick selling lines are the well advertised lines. The public have been familiarised with them ; selling arguments have all been done before the goods reach you.

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Goods advertised in the DAILY MAIL have a buying public waiting for them. Gradually, retailers in every town in the Kingdom are beginning to learn by heart a question that is the acid test of the selling value of any goods that are offered to them.

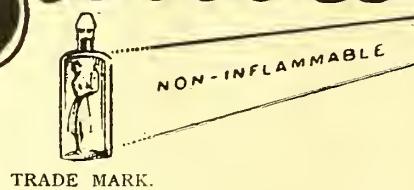
“Is the DAILY MAIL going to help me to sell your goods ?”

Get into the habit of putting this question to the traveller. If the answer is “Yes,” you can be sure you are buying the quickest selling lines on the market.

Keep this much more-than-a-million net sale in your mind when the next traveller calls. Make him tell you if his goods have DAILY MAIL advertising behind them.

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LONDON, E.C.4.

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The demand will first be created by a comprehensive and striking Publicity Campaign, and maintained by the sterling qualities of the product.

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THE SUMTACHE CO.

31 GERRARD ST., W. 1.

Clothes that are dirty, spotted and greasy  
Clean with *Sumtache*—Nothing so easy.

# Maw's Page

March 5, 1921.

No. 490.



## Display Maw's Dressings

This is the psychological moment for a display of Maw's Surgical Dressings in your window. The increased demand created by the war unfortunately continues, and this together with the fall in prices ensures excellent results from a show of Surgical Dressings and Surgical Sundries.

Maw's Surgical Dressings are right in price, right in quality and right in appearance. They are reliable goods, attractively presented, at the lowest prices consistent with high quality. They will attract favourable attention, produce big business, and give complete satisfaction to your customers.

Here is evidence of the truth of this statement. One of our customers recently made a display of Maw's Dressings in his window. In a week his sales for Dressings and Surgical Sundries exceeded the total sales for the previous three years.

---

*Send for our Special Dressings List.*

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Private  
Branch  
Exchange

Telegrams:  
Eleven  
Cent  
London

Cables:  
Eleven  
London

Code  
A.B.C.  
4<sup>th</sup> & 5<sup>th</sup>  
Edition

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London, England.



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TOOTH PASTE

A scientific advertised dentifrice with

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This means satisfaction  
to your customer—and  
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## (2) Handsome protected profit

This means satisfaction  
to Y O U .

Details of either or  
both on request.



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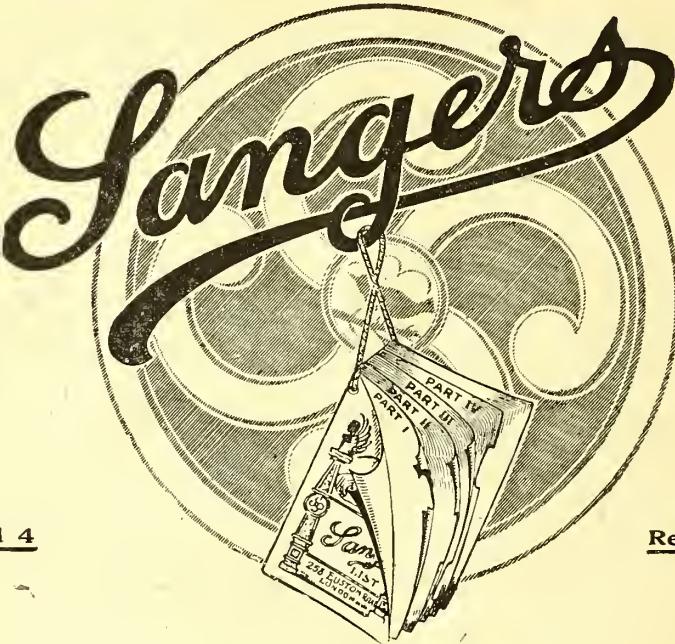
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		No. 1	2	3	4			
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	OIL SILK, 5 shades	...	—	19/6	19/9	—	22/6	22/6
	SUEDE FINISH, assorted colours	...	...	...	...	17/6	—	—
BATHING DRESS BAGS	SUEDE FINISH PROOF, assorted colours.		Size 18×15	...	per doz.	36/-		
PADDLERS	CHECK WATERPROOF, per doz.	18/-	22/-	25/-	29/-	35/-	40/-	
	Do., with Bib	...	22/6	26/-	29/-	33/-	39/-	45/-
POWDER PUFFS	SWANSDOWN, BABY,	No. 1	2	3	4	5	6	
	Bone Peg	5/3	7/6	9/6	14/-	16/6	22/6	
SPONGE BAGS	CHECK WATERPROOF	No. 1	2	3	4	5	6	7 8
	per doz.	5/6	6/6	8/-	9/-	10/6	12/6	16/- 20/-
	Do., Best	„	6/6	8/-	9/6	12/-	13/6	16/- 20/-
	OIL SILK, 5 shades, per doz.	No. 1	2	3	4	5	6	7 8
	SUEDE PROOF, 4 shades	per doz.	5/6	—	8/-	10/-	12/-	—
	SHEPHERD'S CHECK TWILL, with 2 pockets					No. 3	4	5
	or Tooth Brush Case	per doz.	23/-	25/-	29/-			
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Ready April 4

Ready April 4

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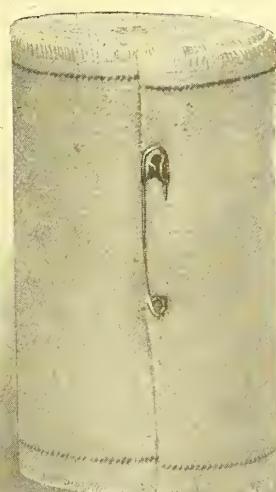
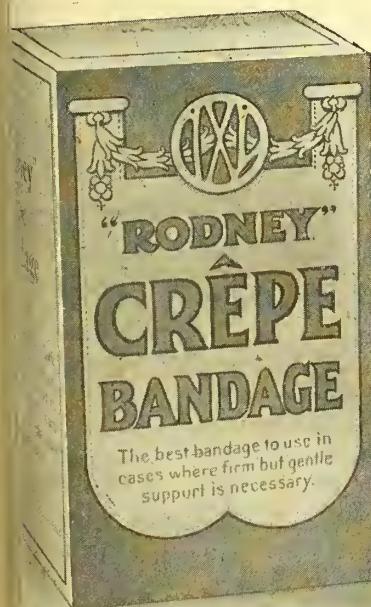
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## Best English Manufacture

Fast woven edges, will not fray out or ravel. Light and soft texture, allows for free circulation and escape of perspiration. Can be repeatedly washed without deterioration. A perfect substitute for rubber bandages at about one-third the cost.



### THREE QUALITIES—

#### AYRTON'S for N.H.I.

Red and gold wrapper.

	2	2½	3	3½	4in.
Per doz.	14/-	16/-	20/-	24/-	26/-

#### Dr. MONROE'S

Superior quality. Half tone wrapper label.

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Per doz.	16/-	18/-	21/-	27/-	32/-

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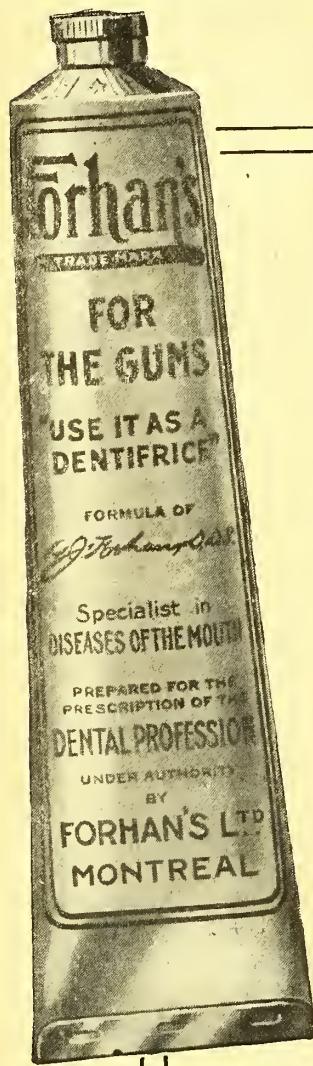
Superior quality. Packed in carton, as illustration.

	2	2½	3	3½	4	6in.
Per dozen	21/-	24/6	30/-	33/-	36/6	58/-

All the above bandages measure six yards when fully stretched.

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Manufacturing Chemists

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THE man with tender gums usually shows a marked preference for the soft-bristled tooth brush. Tender gums are symptoms of Pyorrhea. Sell the man a preventive dentifrice, such as Forhan's For the Gums.

Forhan's For the Gums will check the progress of Pyorrhea, if used in time and used consistently. Recommend it both as a dentifrice and as a healing agent in active cases of Pyorrhea.

Forhan's For the Gums is advertised constantly in most of the magazines and in many newspapers. Chemists, everywhere, find it a ready and profitable seller. Write to-day for prices and trade information.

THOS. CHRISTY & CO.,  
4-12 Old Swan Lane,  
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# Forhan's

**FOR THE GUMS**



“ Adam ”  
Design  
(Brown on Brown).

“ Blue ”  
Design  
(Blue on Blue).



“ Norfolk ”  
Design  
(Sage Green &  
Green Black).

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## for EMULSION THROAT PASTILLES

Chemists ordering Emulsion Throat Pastilles have the option of purchasing, at a price much below actual cost, supplies of any of the above Cartons with their names and addresses printed thereon.

Write to-day for specimen cartons and particulars of price.

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## TOOTH BRUSHES

*Pre-War Quality*

STOCKED BY ALL WHOLESALE DRUGGISTS' SUNDRIESMEN

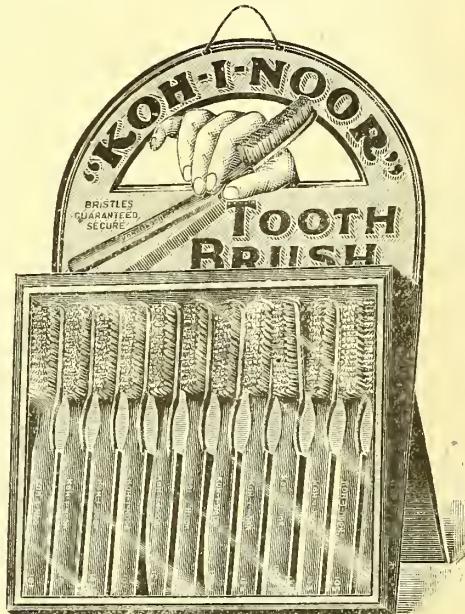
ON THE P.A.T.A.

	No. 522	523	519 (Child's)
Wholesale, per doz.	20/-	23/6	12/-
Retail price, each	2/6	3/-	1/6

**YOUR PROFITS GUARANTEED**

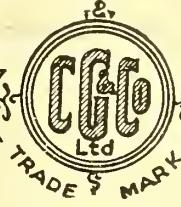
**NOTE.** *This attractive Counter Display Stand supplied FREE with orders for three dozen & upwards.*

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Only the Best Materials used, and the Finish is Perfection. See that the word "Koh-i-noor" is on every brush.

If you require a tooth-brush that you can recommend with confidence, order the  
**KOH-I-NOOR**



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## OWN NAME PACKED PHARMACEUTICA'S.

OUR  
"MINOR AILMENT SERIES"  
will enable the busy Pharmacist to offer a  
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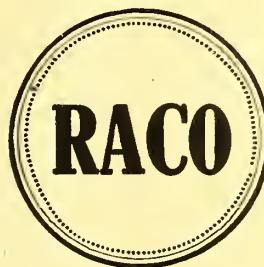
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**GILLARD GORDON, LTD.**  
(Amalgamated with Burnside & Co.)

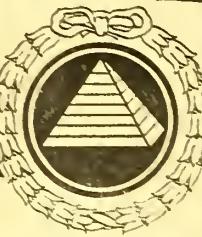
HEAD OFFICES - SYDNEY.

LONDON OFFICES:

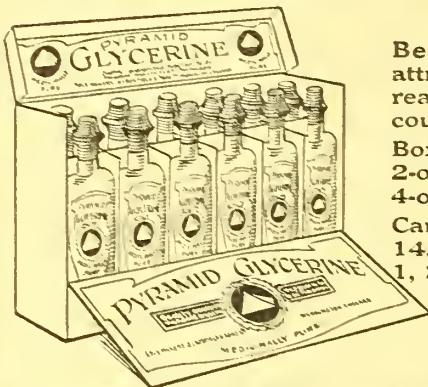
7 Drapers Gardens, Throgmorton Avenue, London, E.C. 2  
Telephone No.: London Wall 8237.

# PYRAMID GLYCERINE

Quality guaranteed  
standard required



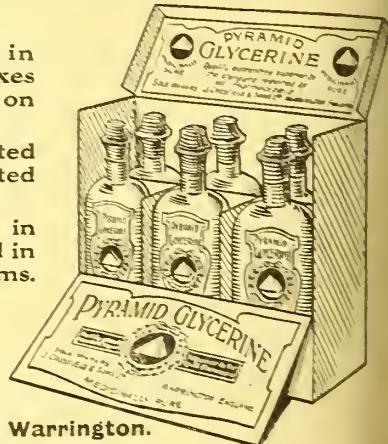
superior to the  
by all Pharmacopœia



Beautifully packed in  
attractive Display Boxes  
ready for showing on  
counter or in window.

Boxes contain 12 reputed  
2-oz. bottles or 6 reputed  
4-oz. bottles.

Can also be supplied in  
14, 28 & 56-lb. tins, and in  
1, 2½, 5 & 10 cwt. drums.



Write for particulars and Price List to  
The Agents :- THE ERASMIC Co., Ltd., Warrington.

## "ARETHUSA"

Brand

### ESSENTIAL OILS

LEMON, ORANGE (Sweet & Bitter)  
BERGAMOT :: MANDARIN

Guaranteed absolutely pure

The Brand that covers only Finest  
Quality Oils.

Manufactured by the old-established house of  
FRATELLI JUNG (Est. 1867) Palermo,  
Messina, Catania.

ASK YOUR USUAL SUPPLIERS  
to deliver you "Arethusa" Essential Oils,  
or apply to the London Agents :

Gerald McDonald & Co.,  
9 BOTOLPH LANE - E.C.3.

Telegrams : "Spicebush, Bilgate, London."  
Telephone : Avenue 206 (3 lines, 7 extensions).

## RUVOIRE ET CIE

MANCHESTER & ANTIBES.

High-class Concentrated Perfumes  
made with some of the finest flower  
oils from the South of France, in  
high-class rod-stoppered hexagon  
bottles with gold seals.

ODOURS—  
PARMA VIOLET. SWEET PEA.  
WHITE ROSE. WHITE LILAC.  
WALLFLOWER. LILY OF THE VALLEY.  
FREE FROM SPIRIT.

Above combination mounted on  
artistic card, displaying One Dozen  
Bottles.

A very attractive and good Selling Line.

APPLY— A. M. EVANS,  
154 CHURCH LANE, HARPURHEY  
MANCHESTER.

*Where Quality Reigns Supreme*

**OUR WEEKLY  
MESSAGE.**

Repeat business is the only kind worth cultivating. A good line that cannot be repeated is not worth pushing. Effort is wasted and disappointment results.

\*\*\*

A poor line that can be repeated is not worth pushing; such salesmanship drives custom to competitors!

\*\*\*

A good line that can be repeated is an advertisement and increasing source of income to the introducer.

\*\*\*

**DE LUZY** is good and has come to stay.

# POUDRE DE LUZY

## BETTER TERMS—BETTER PACKING

**10½** size,  
P.A.T.A. retail

BONUS.—One doz. free  
with order for 12 dozen

**1/9** size,  
P.A.T.A. retail

BONUS.—Half-dozen free  
with order for 6 dozen

**3/6** size,  
P.A.T.A. retail

BONUS.—Quarter-dozen  
free with order for 6 dozen

**Discount—33⅓%.**

for as few as 1 dozen.

**NO LOSS OF PROFIT IF PRICE IS REDUCED.** In such an event, we hereby undertake to allow the difference in price on stocks existing at time of reduction.

### New Packing :

In future this excellent face powder will be supplied in display boxes—the lid bearing a reproduction of the famous De Luzy Poster.



**W.H.CALNAN & CO LTD.**  
30-32 LUDGATE HILL, LONDON, E.C.4.



## PRICE'S WHITE GERANIUM Toilet Soap

A pure white toilet soap of the highest class  
with an exquisitely unusual perfume

Price 30/- per dozen . . . . . retailing at 3/- per box  
discount terms on application

As this is pre-eminently a Chemist's line,  
ask us about it to-day

Price's Battersea, London, S.W.11



## JOHNSON'S BABY SOAP.

The Companion to the World-known  
Antiseptic Toilet and Baby Powder

It is a perfectly bland, neutral soap, suited for either babies  
or grown-up people. It may be used in the same manner as  
an ordinary toilet soap with absolute confidence. The most  
delicate skins are those of the new-born baby or very young  
child. Johnson's Baby Soap originated in a desire by  
physicians and nurses for a soap suitable for the baby's skin.

**BRITISH MADE.**

Packed 3 tablets in box. Price 8/- per doz. tablets.

**JOHNSON & JOHNSON,** New Brunswick, NEW JERSEY, U.S.A.

*Agents:*

**JOHN TIMPSON & CO., Ltd.** 104/106 Golden Lane, LONDON, E.C.1

# MORNY

## COMPLEXION POWDERS & BATH DUSTING POWDERS

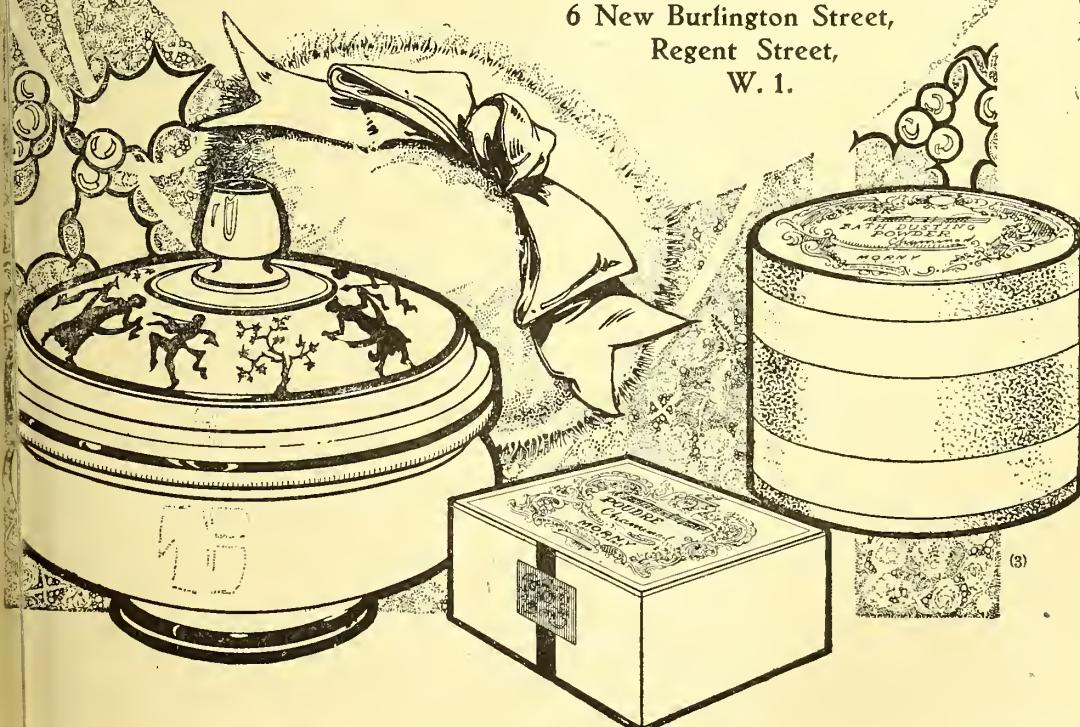
produce a higher percentage of REPEAT ORDERS than any other Toilet Preparations. You can stock no higher quality or more artistically presented products.

*They are produced in a variety of original MORNY Odours and favourite flower fragrances, including "Chaminade," "Mystérieuse," "Sérénade," "La Valse," "June Roses," "Rose-Verveine," "Violette-Morny," &c. &c.*

Write for Price  
List and Terms to:

**MORNY** FRÈRES  
LIMITED

6 New Burlington Street,  
Regent Street,  
W. 1.



*Are you in a position to satisfy  
your customers' requirements  
when they enquire for a  
RELIABLE Hair Dye?*

*If not, let us advise you to try*

# LAURENCE'S HAIR DYE

*This is a reliable and well-tried preparation and  
can be depended upon to give the utmost satisfaction.*

*It is a one-solution dye, and is made in the following shades—  
Raven Black, Black, Dark Brown, Medium Brown, Brown,  
Light Brown, Auburn, Chestnut and Golden Blonde.*

*We print your name and address on the labels, if requested, on orders of  
3 dozen and over. Prices are protected by the P.A.T.A.*

*Face and Minimum  
Retail Prices ... 1 9 each; 2 6 each; 3 9 each; 5 - each.  
Wholesale Prices ... 15 - doz.; 20 - doz.; 30 - doz.; 36 - doz.  
Less 5% Discount, Carriage Paid, on orders of 3 doz. and over.*

Special Bonus	Buyers of 3 dozen lots receive 5 bottles gratis.				
	6	8	12	18	"
					of the size ordered, or the equivalent in other sizes.

*Showcards and Advertising Matter supplied free. Colour Chart, with  
specimens of Hair dyed in different shades, on application.*

*Sole Proprietors and Manufacturers—*

**C. R. HARKER, STAGG & MORGAN, Ltd.,**  
DEVON WHARF and BELL WHARF, MILE END, LONDON, E. 1.



BEFORE BUYING YOUR SUMMER STOCK OF

# COCONUT OIL SHAMPOOS

CONSIDER THESE PRICES AND SEND FOR SAMPLES

PRICES :

LIQUID

1-oz. bottles, RETAIL 2/- each

15/- doz.; 3 doz. at 14/6; 6 doz.  
at 13/6

POWDERS

RETAIL at 3d. each.

18/- gross; 3 gross and over, 17/6

TERMS :

$\frac{1}{2}$  % discount Cash with Order, or Net 1 Month. Carriage Paid £3 orders Great Britain. Name and address free on 3 dozen Liquid, and 2 gross Powders.

SPECIAL  
TRIAL  
OFFER

For 25/- cash with order—Carriage Paid  
—1 doz. LIQUID and  $\frac{1}{2}$  gross POWDERS.  
Retail Sales of this parcel = 42/-

EVANS, GADD & CO. LTD.  
EXETER & BRISTOL.

# DEARBORN

LIMITED

37 Gray's Inn Road, LONDON, W.C.

## Toilet Specialities.

		Price per doz. to Retailer.	Selling Price P.A.T.A.
PILENTA SOAP	-	10/-	1/-
A complexion soap.			
PROLACTUM	-	10/-	1/-
For the lips.			
PARSIDIUM JELLY	10/-	1/-	
For wrinkles.			
ALLACITE of ORANGE BLOSSOM	22/6	2/6	
A dressing cream.			
BORANIUM	-	22/6	2/6
A hair tonic.			
CLEMINITE	-	22/6	2/6
For a face lotion.			
COLLIANDUM	-	22/6	2/6
For a face tint.			
PERGOL	-	22/6	2/6
A deodorant.			
STALLAX	-	22/6	2/6
For a shampoo.			
JETTALINE	-	31/6	3/6
For clearing the skin.			
PHEMINOL	-	36/-	4/-
A depilatory.			
MENNALINE	-	36/-	4/-
For the eyelashes.			
MERCOLIZED WAX	31/6	3/6	
A face cream.			
STYMPOL	-	36/-	4/-
For oily complexions and blackheads.			
BARSYDE	-	22/6	2/6
Dandruff eradicator.			
TAMMALITE	-	22/6	2/6
For grey or faded hair.			
LIQUID PERGOL	-	31/6	3/6
To check excessive perspiration locally.			
BICROLIUM	-	22/6	2/6
For whitening the hands.			
HARAPOSA	-	22/6	2/6
Nut oil shampoo.			

STOCKED BY ALL WHOLESALE HOUSES

## COLONIAL DEPOTS AND AGENCIES.

## AUSTRALIA :

ALL WHOLESALEERS, and  
DEARBORN, Ltd., Grace House, Clarence Street, Sydney.

## SOUTH AFRICA :

LENNON & CO., Ltd. (Cape Town)  
SIVE BROS. & KARNOVSKY, Ltd. (Johannesburg)

## INDIA :

KEMP & CO., Ltd. (Bombay)  
THE INTERNATIONAL TRADING CO., Princess Street (Bombay)  
R. MACLURE (Madras)  
SMITH, STANISTREET & CO. (Calcutta)  
MEHTA BROS. (Calcutta)  
JANNADAS BROS. (Bombay)

## NEW ZEALAND :

SHARLAND &amp; CO., Ltd. (Auckland &amp; Wellington)

## SOUTH AMERICA :

DEARBORN, Ltd., Calle Salta 264, Buenos Aires.

SALES  
ALWAYS INCREASING.

## INDIAN PERFUME BRICK

KEEPS AWAY MOTH.  
LASTING & FRAGRANT.

FOR LINEN CUPBOARD AND WARDROBE.

On the P.A.T.A. Retail Price 6d.

WANDA TOILET PUMMICE.  
WANDA NAIL POLISH.  
WANDA ONE-DROP PERFUME.

Of the Makers:  
**WILLIS, LOW & DBUIFF, LTD.,**  
33 Percy St., London, W.1.  
AND ALL WHOLESALERS.

# COMBS

		Size
13394	White celluloid	8 $\times$ 1 $\frac{1}{2}$ at 11/-
13395	"	7 $\frac{1}{2}$ $\times$ 1 $\frac{3}{8}$ .. 10/-
13385	"	8 $\frac{1}{8}$ $\times$ 1 $\frac{3}{4}$ .. 13/-
13389	"	8 $\frac{1}{8}$ $\times$ 1 $\frac{3}{4}$ .. 18/-
16259	"	8 $\frac{5}{8}$ $\times$ 1 $\frac{3}{4}$ .. 15/-
16260	"	8 $\frac{3}{8}$ $\times$ 1 $\frac{3}{4}$ .. 14/-
13391	Shell	7 $\frac{1}{2}$ $\times$ 1 $\frac{1}{2}$ .. 10/-
13388	"	7 $\frac{3}{4}$ $\times$ 1 $\frac{3}{4}$ .. 12/-
13410	Black	8 $\times$ 1 $\frac{1}{2}$ .. 9/-
13420	Dust	3 $\frac{1}{8}$ $\times$ 2 .. 4/-

2½% Cash Discount with Order.

## J. A. BROTHERS

17/18 Chapel St., Whitecross Street,

LONDON, E.C.2

PHONE: CITY 5321.



*"Perivale"* *Page*

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# Crême de Menthe TOOTH PASTE

(A "Perivale" Preparation).

---

**TO THE TRADE.** The three essentials in a successful proprietary line are—

1. High-grade quality at a moderate cost.
2. Attractive appearance or "get-up" to command sales.
3. A good handling profit for the retailer.

All these essentials are combined in Crême de Menthe Tooth Paste, an antiseptic and cleansing dentifrice, and a scientific film combatant which destroys the germs of decay, whilst preserving the texture and colour of the enamel.

The above essentials are our chief selling arguments why you should stock Crême de Menthe, a "Perivale" Preparation, retailing at 1/6 and costing you 11/6 per dozen.

*Write to-day for a free full-size sample and best trade terms.*

**"PERIVALE" PREPARATIONS.**

**A TOILET SERIES OF EXCEPTIONAL MERIT**

"PERIVALE" Preparations are produced in the most up-to-date hygienic laboratory and works in the country, situated amidst the verdant pastures of "Perivale."

The quality of these preparations and style of packing reach a height of perfection seldom attained, resulting in quick sales with liberal profits to you.

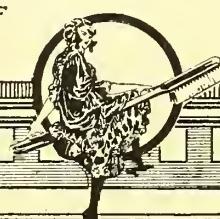
"Perivale" Vanishing Cream    "Perivale" Brilliantine.  
 (non-greasy).    "Perivale" Mouth Wash.  
 "Perivale" Hair Cream.    "Perivale" Solid.  
 "Perivale" Liquid Shampoo.    Brilliantine.  
 "Perivale" Crême de Menthe Tooth Paste.

*Write to-day for particulars of our special bonus parcels.*



---

**LANGHAM BROTHERS, LIMITED,**  
**MANUFACTURERS OF**  
**PERIVALE,** FINE CHEMICALS,  
WEST EALING, W.13.



Dr. Evan Williams  
Henna Shampoo & Powder  
THREE CARS IN

EVAN WILLIAM'S  
ORIGINAL  
Henna  
Shampoo

Your Customers  
will insist on the  
**Evan Williams'**  
HENNA  
**SHAMPOO**

having been taught  
by experience. Are  
you ready to meet  
their demands?  
Stock moves freely  
at a handsome profit.

Full particulars are in-  
cluded in **The SHAMPOO  
SALESMAN**, which is  
sent free on request.

**The EVAN WILLIAMS CO., LTD.,**  
18 & 18a, Oslo St., Foley St., London, W.1.

## "Jackel's Cream"



CRYSTALLISED  
1/9 CREAM 2/6  
Trade Mark attached to each  
bottle.

(without Grease)  
for THE HAIR  
Sold everywhere  
Established 1883.

"Jackel's Cream  
fixes the hair in any  
desired position; is  
excelled as a dress  
and does not soil t  
headware. It remov  
Scurf and Dandr  
keeps the scalp health  
and promotes the na  
tal growth of the h  
while maintaining  
softness and brillian

Prices for Wholesale and Ex  
Houses on application.

Jackel et Cie (of Par  
Ltd.  
Sauchiehall Street  
GLASGOW.

### Something New.

## 'RECAMIER' Toilet Productions.

Creme Recamier, 1/6, 3/- and 5/6  
Savon Recamier, 1/3 and 3/6  
Creme de la Harem, 1/3, 2/6 and 4/6  
Special Face Powder, 1/6 and 2/6

CARRIES VERY SUBSTANTIAL PROFITS  
Enquiries Invited.

RECAMIER TOILET PRODUCTS CO.,  
4 St. James's Street, London, S.W.1.

## Special Clearing Line

### POCKET and SHAVING MIRRORS

BOUND IN LEATHERETTE

### EXCEPTIONAL VALUE

Sample sets sent on approval provided you  
agree to return same within seven days.

FRANK BUCKLER, LTD.  
CASTLE WORKS TOTTENHAM, N.

# C. DAMSCHINSKY'S

## AMERICAN LIQUID DYE.

Single Preparation for  
the Hair and Beard.

MADE IN  
FIVE NATURAL SHADES,  
BLONDE, LIGHT BROWN,  
BROWN, DARK BROWN,  
AND BLACK.

2/- Size 15/- per doz. net.

3/- " 22/- " "



This excellent Dye has  
an enormous Sale all  
over the World.

SIMPLE TO USE.

WILL DYE  
RED, GREY OR FADED HAIR  
TO THE DESIRED SHADE  
IN A FEW MINUTES.

IT IS NOT A BLEACH.  
WILL NOT DYE DARK HAIR  
LIGHTER.

From all Wholesale Houses or direct from sole British Agents :

**OSBORNE, GARRETT & CO., LIMITED,**  
LONDON, BIRMINGHAM AND GLASGOW.

THE Ogee "Ogee" FETTPOWDER. THE Ogee

THE PREMIER POWDER FOR THEATRICAL USE.

The "Ogee" Fettpowder

PRICE 12/6 PER DOZEN.

In White, Rose, Natural and Rachel.

PROPRIETORS OF  
THE CELEBRATED "OGEE" BRAND OF GREASE PAINTS,  
AND THEATRICAL PERFUMERY.

**OSBORNE, GARRETT & CO., LIMITED,**  
BIRMINGHAM. LONDON, W. GLASGOW.

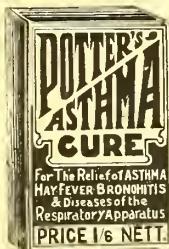
# POTTER & CLARKE, Ltd.

60, 62, 64 Artillery Lane, London, E. 1.

And at 24 Luna Street, Great Ancoats, Manchester.



## POTTER'S ASTHMA PREPARATIONS



		Retail.	Wholesale.
Potter's Asthma Cure	- -	1/6	14/- doz.
"	Cigarettes	1/6	14/- "
"	Smoking Mixture	9d.	7/- "



ADVERTISED EVERYWHERE

### MEDICATED PASTILLES

In 4-lb. tins.

Black Throat, Black Antiseptic, Children's Throat, Eucalyptus Gems, Eucalyptus and Menthol.  
2/8 lb. 16 lb. 2/6 28 lb. 2/5  
56 lb. 2/4 1 cwt. 2/3

### Floral Cachous per 3/- lb.

Packed in 1-lb. free cartons unless otherwise specified.

ALL VARIETIES MADE.

"FIVE BARKS"  
CHEST AND LUNG JUBES  
Retail 2½d. oz. 9d. per ½ lb.  
4 lb. tins 2/2 lb. 28 lb. tins 1/11  
56 lb. tins 1/10 1 cwt. 1/9  
9d. boxes (4 oz.) 7/- doz.  
New Poster in Six Colours  
with all orders.

## "BORALIA" (REGD.) TOILET PREPARATIONS.

A very attractive series of TOILET SPECIALITIES is being produced bearing the name "BORALIA." "BORALIA" COCONUT OIL SHAMPOO. Two specimens are shown here. "BORALIA" DENTAL CREAM AND TOOTH POWDER.



Attractive Show  
Matter with all  
orders.

Good profits on  
all sales.

Dental Cream  
7/6 doz.

Tooth Powder  
5/3 doz.



4 oz. size  
12/6 doz.  
2 oz. size  
8/- doz.





By Appointment to H.M. King George V.

ORDER A SUPPLY OF

# “RIVERA” VICTORY BOUQUET



Wholesale price, 60/- per gross tabs.  
(Subject to usual terms) (Twelve-tablet Boxes)

## THE SOAP THAT SELLS

BECAUSE IT IS A  
LUXURY WITHIN  
EVERYONE'S REACH

RETAIL  
PRICE  
7d.  
PER  
TABLET



EDWARD COOK & CO., LTD., LONDON, E.3.

# Culmak

## BONUS SCHEME

All wholesalers stock "Culmaks" but the firms mentioned below have stocks of Display Boxes & Bonus Brushes, and will be pleased to send you details.

*Write Now.*

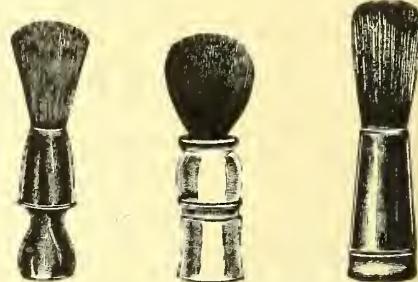


Messrs. Sangers, 42a Hampstead Road, N.W. 1.  
 .. R. Millner & Co.,  
     485 Stretford Road, Manchester.  
 .. May, Roberts & Co., Clerkenwell Rd., E.C. 1.  
 .. G. A. Stokes & Co.,  
     Lower Castle Street, Bristol.  
 .. Southall Bros. & Barclay,  
     Lower Priory, Birmingham.  
 .. Woolley, Sons & Co. Ltd.,  
     Victoria Bridge, Manchester.  
 .. Lorimer & Moyes Ltd.,  
     7 Montrose Street, Glasgow.  
 .. Ayrton, Saunders & Co. Ltd.,  
     34 Hanover Street, Liverpool.  
 .. Osborne, Garrett & Co. Ltd.,  
     Frith Street, Soho, W. 1, & Birmingham.  
 .. R. Hovenden & Sons Ltd.,  
     Berners St., W. 1, and City Rd., E.C. 1.  
 .. F. Newbery & Sons, Ltd.,  
     Charterhouse Square, E.C. 1.  
 .. Munro, McLaren & Sutherland,  
     17 Cadogan Street, Glasgow.



TRADE MARK

GUARANTEED FREE FROM ANTHRAX



YOUR ENQUIRIES SOLICITED.

**ARTHUR BERTON, Ltd.**

15-17 Worship Street, LONDON, E.C.2  
 MANCHESTER and GLASGOW  
 77 Lower Chatham Street. 11 Miller Street.

Telegrams: "Ayhelim, Finsquare, London."  
 'Phones: Clerkenwell 1347, 1348, 1349 (Private Exchange).

### Anthrax-Infected Shaving Brushes

The Ministry of Health has issued to Medical Officers of Health a circular suggesting that retailers have in their possession a large number of Shaving Brushes of Japanese origin, which must be regarded as dangerous.—From *The Chemist and Druggist*, February 5, 1921.

*Do you realise what it may mean to supply your customers with the above?*

WE SPECIALISE IN

**SHAVING BRUSHES**  
**Guaranteed Anthrax Free,**

at Competitive Prices. Here are a few examples.

Wood and Metal Handle—Hog's Hair.

720/3	720/5	720/7	719	721/4	721/8
7/2	10/6	13/6	9/6	10/3	17/-

per dozen.

Bone and Metal Handle—Hog's Hair.

724b/1	724b/3	724b/4	724b/5	724b/7
11/3	12/9	16/9	17/9	22/-

per dozen.

Bone Handle—

860/2	860/3	860/4	860/6
25/3	28/-	31/6	39/-

per dozen.

Mixed Badger Hair.

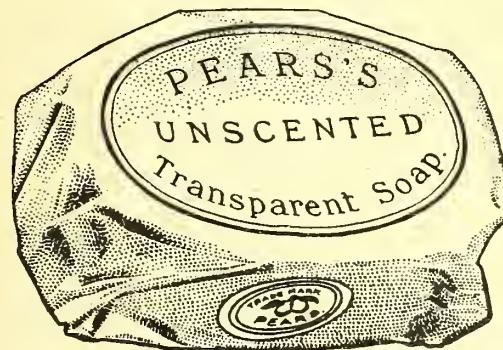
822/2	822/3	822/5
21/3	23/9	30/-

per dozen.

**WHOLESALE & EXPORT ONLY SUPPLIED.**

**A. E. DEPRETER**  
**24 Holborn, LONDON, E.C.1**

Phone: Holborn 3182. Grams: "Aedeprelon, Smith, London." Codes used: A B C, 5th Edition.



*The quicker your turnover the greater your profit. Pears' Soap sells so quickly it costs you little or nothing for stock-room.*

A stylized, cursive script logo for 'Pears' with a horizontal underline.

A. & F. Pears, Ltd., 71-75 New Oxford Street, London, W.C. 1.

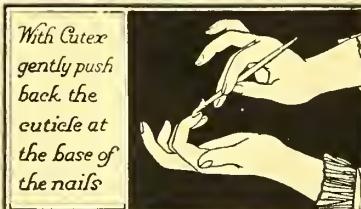
# “CUTEX” Nail Preparations



No. 16 COMPACT SET.

**27/-** dozen.

P.A.T.A.

**3/-** each.

CHEMISTS and Stores say that “Cutex” advertising has been the largest single influence in the remarkable development of the manicuring habit. Whenever a new user is interested, a regular customer is developed.

Where a few years ago a hundred women were careful of the appearance of their nails, to-day there are literally thousands.

To-day, the sales of “Cutex” products are greater than those of all other manicure products combined. “Cutex” overwhelmingly dominates the field.



No. 1 REMOVER

**18/-** dozen.

P.A.T.A.

**2/-** each.

No.		Retail.	Doz.
1	“Cutex,” The Ideal Cuticle Remover (Small)	2/-	18/-
2	“Cutex,” The Ideal Cuticle Remover (Medium)	4/-	36/-
4	“Cutex” Nail White ...	2/-	18/-
5	“Cutex” Nail Polish Cake (White)	2/-	18/-
6	“Cutex” Nail Polish Cake (Pink)	2/-	18/-
7	“Cutex” Nail Polish Cake (Trial Size)	7½d.	5/6
8	“Cutex” Nail Polish Powder ...	1/6	13/6
9	“Cutex” Nail Polishing Paste (Pink)	2/-	18/-
10	“Cutex” Nail Polishing Paste (Plain)	2/-	18/-
11	“Cutex” Liquid Nail Enamel ...	2/6	22/6
13	“Cutex” Cuticle Comfort ...	2/-	18/-
14	“Cutex” Nail Bleach (Powder) ...	2/-	18/-
15	“Cutex” Rouge ...	2/-	18/-
16	“Cutex” Compact Manicure Set ...	3/-	27/-
17	“Cutex” Travelling Manicure Set	9/6	84/-
18	“Cutex” Boudoir Manicure Set ...	19/-	168/-
22	“Cutex” Nail Polish Stick ...	1/6	13/6
31	“Cutex” Cold Cream ...	2/-	18/-

SOLE AGENTS;

**HENRY C. QUELCH & CO.,**  
4 & 5 LUDGATE SQUARE, LONDON, E.C. 4.

# MOORLAND PHARMACY SERVICE

*W.B. Cartwright, Ltd.*  
RAWDON \* NEAR \* LEEDS.

*The Leading House of Ideas for Pharmacy.*

Offer an unique service to both manufacturers and retailers who require advice and assistance upon matters relative to advertising and selling.

We invite correspondence with manufacturers of really High-class Preparations, Toilet Specialities, Perfumery or Sundries, provided they are lines that will not clash with our present interests.

We are in an unique position to give you the best provided your lines are such as we can have confidence in.

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PUBLICITY DEPT.



MOORLAND  
PHARMACY SERVICE

*Choose the Best Quality!*



CUP SPONGE.

ROUGH-SMOOTH SPONGE.

PATENT



## BELDAM PURE RUBBER "TURKEY" SPONGES

Made from the best red rubber, of a fine soft texture, which resists wear much better than the coarser varieties. The ordinary sponge is made in five sizes; the patent Rough-Smooth in three sizes; and the Turkey Cup in one size only.

Unaffected by boiling water, or strong disinfectants, they are the perfect sponge.

Write for full price list.

Sale Selling Agents

• MOORLAND •  
PHARMACY SERVICE  
W.B. CARTWRIGHT LTD.  
• RAWDON NR LEEDS •



**G**IVE it a good show and it sells itself. There is nothing just like it. The excellence of the product and the practicability of the box make customers for you.

*Shows you 33 $\frac{1}{3}$  % on selling price.*

# POUDRE NILDÉ

Appeals irresistibly to every woman. The quickest selling line of face powder ever shown.

#### MINIMUM SELLING PRICES:

#### ROUGE INVISIBLE NILDÉ

*in the sifter box.*

Small size	-	-	-	-	1/6
In leather case	-	-	-	-	5/6

*Tints:*

*Brune & Blonde*

#### POUDRE NILDÉ

*in the sifter box.*

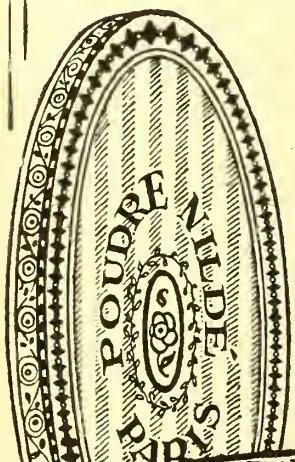
Handbag size	-	-	-	1/-
Medium size	-	-	-	2/-
Large size	-	-	-	3/6
Leather or fancy silk vanity cases, with mirror, small size	-	-	-	5/-
Medium size	-	-	-	7/6
Large size	-	-	-	10/-

*SHADES: Blanche, Rachel, Naturelle, Rosée, Basanée and Indienne.*

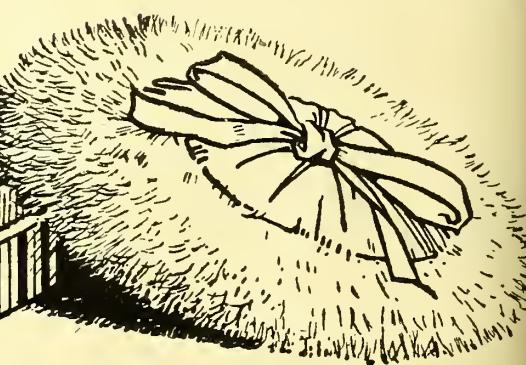
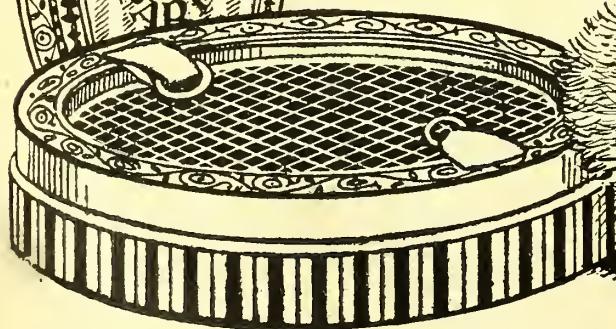
#### NILDÉ LIP SALVES

*in elegant metal containers.*

Pommade des Lèvres	-	-	white	1/-
"	"	"	rouge or carmine	1/3



EACH  
BOX  
CONTAINS  
A PUFF



GET your stock ready to meet the demand we are creating. This product is as good as the face powder, and will sell as easily.

*Shows you 33½% on selling price.*

## CRÈME DE BEAUTÉ NILDÉ

A perfect product in a practical and attractive packing. Will be largely and widely advertised to the public for our mutual benefit.

A reproduction of the press advertising will be sent you on request to our agents.

MINIMUM SELLING PRICE 2/-

Large ... ... ... ... 3/-

*In two Shades:  
Blanche and Naturelle.*

ORDER THROUGH  
YOUR WHOLESALE  
HOUSE.

NILDÉ,  
Paris

*British and  
Colonial Agents:*

8 BLENHEIM ST.,  
LONDON, W.1.

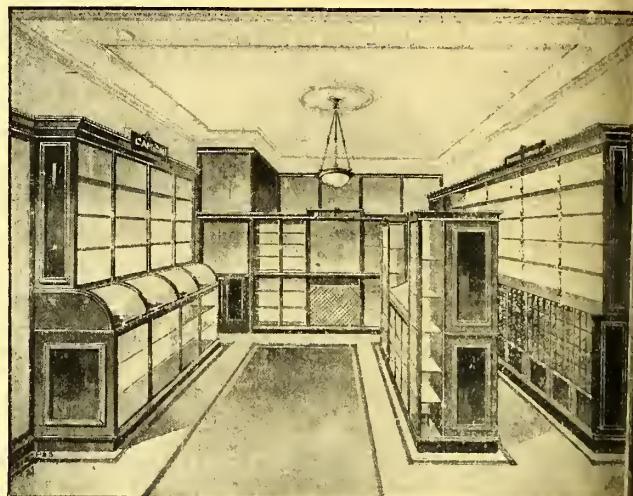


## Appearance

We realise that outward appearance contributes towards the sale of our manufacture.

Then, to invite confidence, your best investment is to instal this value of appearance and utility.

OUR EXPERTS  
ARE AT YOUR SERVICE.



*Interior Fittings designed and erected by us at Tamworth.*  
WORKS—BROADMEAD, BRISTOL.

Head Office—

**PARNALL & SONS LTD.**

SHOPFITTING SPECIALISTS  
27, SUMMER ROW, BIRMINGHAM.

A NEW SIZE  
OF  
**CALVERT'S**  
**Carbolic Ointment**

THE 2/3 TIN

has been brought out for the Home market, as the limited supplies of the 2/9 jars are quite inadequate to meet the demand.

To avoid delay and disappointment, therefore, chemists are requested to order their supplies in tins (two sizes, 1/3 and 2/3 retail) instead of the 2/9 jars, which are not likely to be available.

*Current Price List sent post free on request.*

F. C. CALVERT & CO.,  
MANCHESTER.

**Fanchette** (Regd.)

**LIQUID FACE POWDER**

A Charming Toilet Preparation.

Selling Price, **2/6** per bottle.

Retailers, Less 33½% Wholesalers, Less 33½% & 20%

Sole London Agents: V. P. HOLLIDAY & CO.  
5 The Facade, Wightman Road, Harringay, N.4.

MANUFACTURERS:  
HARRIES, Fanchette Toilet Preparation.  
46 PARK CRESCENT MEWS WEST, W.1

**DISPENSING FLATS**

4	6	8 oz.
18/-	22/6	24/6 per gross

**PANEL FLATS**

1	2	4	6	8 oz.
13/6	17/6	22/6	26/6	30/- per gross

**F. OWENS & CO., Ltd**  
TEMPLE CHAMBERS, LONDON, E.C.

Cables: "Owenical."  
Codes: A B C, 5th; Lieber's; Bentley's.

# UNITED CHEMICAL AND METALLURGICAL WORKS LTD. CARLSBAD, CZECHO-SLOVAKIA.

PERMANGANATE OF POTASH B.P., large & small crystals.

CAUSTIC POTASH  
CHLORATE OF POTASH  
POTASSIUM AND  
SODIUM METALS  
BARIUM CARBONATE  
BARIUM CHLORIDE

FLUORIC ACID 70/75%  
FORMIC ACID  
BENZOIC ACID EX TOLUOL  
BENZOATE OF SODA  
FORMATE OF SODA  
HYDROGEN PEROXIDE

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Winchester House, Old Broad Street, London, E.C.2.

Telephone: London Wall 6150.

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VERNON POWELL LTD. beg to announce that owing to increased business they have removed to larger and more commodious premises at

7 WATLING ST.,  
LONDON, E.C.4.

Try us for

COMBS - BRUSHES,  
TOILET ARTICLES  
DRUGGISTS' SUNDRIES

VERNON POWELL LTD.,  
Watling Street - - - E.C.4.

**JOHN PARKES & CO.**

PRIORY WORKS,  
WARWICK,

FOR

# WATERGLASS

OF HIGHEST QUALITY,  
WELL PACKED IN  
MACHINE-SPUN CONTAINERS.

1 lb. 2 lb. 4 lb.  
and 7 lb.

Customer's own name, Showcards & Posters.  
Orders of £1.10.0, Carriage Paid.  
Lowest prices for large buyers.

**SEND FOR PRICE LIST.**

# Druggists' Sundries

## TOOTH BRUSHES

No.													per doz
700.	Bone handle, assorted shapes, 4	rows,	bristle	...	...	...	...	...	...	...	...	...	6 0
701.	"	4	"	...	...	...	...	...	...	...	...	7 0	
702.	"	4	"	hard	"	...	...	...	...	...	...	8 0	
705.	"	4	"	"	"	...	...	...	...	...	...	10 6	
706.	"	4	"	"	"	...	...	...	...	...	...	12 6	
713.	perforated back, 4	"	"	"	"	...	...	...	...	...	...	9 0	
703.	for children, 3	"	"	"	"	...	...	...	...	...	...	5 0	
708.	Celluloid handle	3	"	"	"	...	...	...	...	...	...	5 6	
704.	" for adults, 4	"	"	"	"	...	...	...	...	...	...	6 6	
707.	"	4	"	"	"	...	...	...	...	...	...	8 6	
718.	London make,	4	"	"	"	...	...	...	...	...	...	11 0	
709.	" superquality, 4	"	"	"	"	...	...	...	...	...	...	14 6	
710.	" with tuft, 4	"	"	"	"	...	...	...	...	...	...	16 6	

## HAIR BRUSHES

No.													per doz.
553.	Satinwood back	...	...	12	rows,	bristle	...	...	...	...	...	...	42 0
561.	Real ebony	"	...	11	"	...	...	...	...	...	...	...	96 0
557.	"	"	...	9	"	deep cut	...	...	...	...	...	...	108 0
550.	"	"	...	11	"	"	...	...	...	...	...	...	120 0
558.	Satinwood	"	...	8	"	whalebone	...	...	...	...	...	...	36 0
566.	"	large	...	8	"	"	...	...	...	...	...	...	66 0
567.	Ebonised	"	...	9	"	"	...	...	...	...	...	...	54 0
568.	"	large	...	9	"	"	...	...	...	...	...	...	72 0
556.	GENTS' Military shape, ebonised,	11	"	bristle	...	...	...	...	...	...	...	...	48 0
569.	"	"	11	"	"	...	...	...	...	...	...	...	60 0
562.	"	real ebony,	11	"	"	...	...	...	...	...	...	...	72 0
570.	"	"	11	"	"	...	...	...	...	...	...	...	84 0
571.	"	"	11	"	deep cut	"	...	...	...	...	...	...	96 0
572.	"	"	12	"	"	"	...	...	...	...	...	...	108 0
	Leather cases to hold pair of above brushes...	...	...	...	...	...	...	...	...	...	...	...	72 0
	Combs to fit, in leather case	...	...	...	...	...	...	...	...	...	...	...	8 0

## NAIL BRUSHES

No.													per doz.
501.	Polished wood back	...	...	8	rows,	bristle and fibre	...	...	...	...	...	...	7 6
510.	"	...	...	5	"	pure bristle	...	...	...	...	...	...	18 0
506.	Bone, with bridge handle	...	...	5	"	"	...	...	...	...	...	...	24 0
504.	SPECIAL LINE, black wood, with handle,	5	"	"	"	"	...	...	...	...	...	...	8 0
507.	" bone	"	4	"	"	"	...	...	...	...	...	...	11 0

## SHAVING BRUSHES

No.													per doz.
900.	Bone handle, English make, hog hair	...	...	...	...	...	...	...	...	...	...	...	13 0
901.	"	imitation badger	...	...	...	...	...	...	...	...	...	...	16 0

A discount of 5% for prompt cash is allowed on all amounts of 10/- and upwards. Money returned if goods are not satisfactory. Write for illustrated PRICE LIST, post free for the asking.

**BURGE, WARREN & RIDGLEY, Ltd.**  
91 & 92 GREAT SAFFRON HILL, LONDON, E.C.1.

# The Lanoline that brings Repeat Orders

## 'WELLCOME' BRAND Toilet Lanoline

The genuine preparation of the purified fat of lambs' wool.

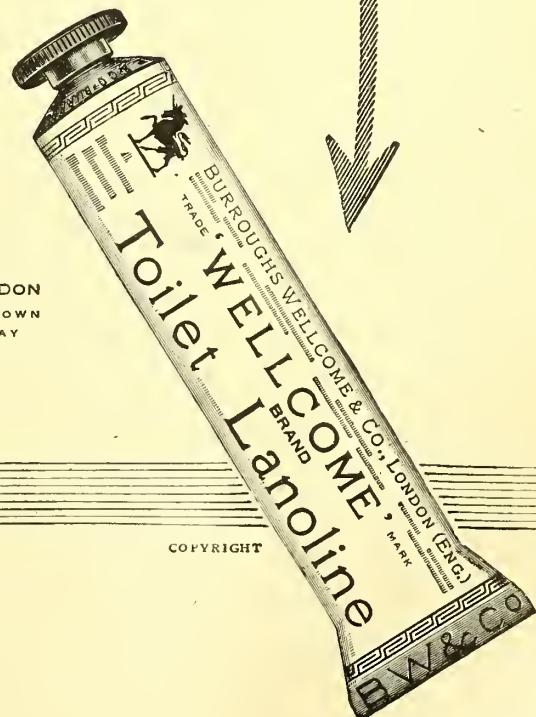
Absolutely free from the woolly odour characteristic of so many lanolines.

Exceptionally pure; never becomes rancid; exquisitely perfumed.

Never fails to give complete satisfaction.

*Issued in collapsible tubes of two sizes  
at 7/6 and 15/- per dozen (subject)*

BURROUGHS WELLCOME & CO., LONDON  
NEW YORK MONTREAL SYDNEY CAPE TOWN  
MILAN SHANGHAI BUENOS AIRES BOMBAY



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# THE BRITISH DRUG HOUSES LTD.

## SODII SULPHAS B.D.H. AND MAG. SULPHAS B.D.H. (P.P.P.)

are the best for retail sale because they are :—

- (1) Warranted Pure for Pharmaceutical Purposes ;
- (2) Free from all chemical and mechanical impurities ;
- (3) Manufactured by The British Drug Houses Ltd. under scientific control and submitted to careful analysis in their laboratories ;
- (4) Brilliant white articles which retain their colour and appearance ;
- (5) Perfect in form and of unequalled elegance ;
- (6) In compliance with the requirements of the B.P. 1914, and the Sale of Food and Drugs Acts.

**IMMEDIATE DELIVERY FROM STOCK.**

**22-30, Graham Street, City Road,  
LONDON, N.I.**



### A Weekly Journal of Pharmacy and of the Chemical and Drug Trades

THE CHEMIST AND DRUGGIST is in circulation and reputation leading journal addressing the Chemical and Drug trades in the British Empire and other countries in the Old and New Worlds. It is official organ of the Pharmaceutical Society of Ireland, the Chemists and Druggists' Society of Ireland, and of other Chemists' societies in the Overseas Dominions.

**Subscription Rates.** TWENTY SHILLINGS a year payable in advance to any part of the world, including a copy of *The Chemist and Druggist Diary*. Subscriptions may begin with the first issue of any month. Single Copy 9d. post free; *Diary*, 10s. post free. Postal orders and cheques should be crossed "Bank of Liverpool and Martin's Ltd."

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Precio de suscripción anual: el periódico una vez por semana, y el agenda una vez por año 20ch. francos.

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HEAD OFFICE: 42 CANNON STREET, LONDON, E.C. 4.  
Telegrams: "Chemicus, Cannon, London." Telephone: Central 3617 (three lines).  
BRANCH OFFICES: MELBOURNE AND SYDNEY, AUSTRALIA.

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### Wills.

WALTER SURFLEET, retired chemist and druggist, who died on December 24, left estate of the gross value of 3,849*l.*, with net personalty 1,117*s.*

SAMUEL ARCHIBALD VASEY, consulting chemist, Croft, Burnt Ash Lane, Bromley, left estate of the gross value of 2,793*l.* 5*s.* 5*d.*, with net personalty 12*s.* 3*d.*

JOHN PAGE THOMAS, Pli.C., Hendre Villa, Peny Road, Aberystwyth, who died on January 1, left estate of the gross value of 6,554*l.* 16*s.* 11*d.*, with net personalty 4,334*l.* 12*s.*

WILLIAM WILLIAM PICKEN, chemist and druggist, The Bar, Newport, Salop, who died on October 26, left estate of the gross value of 781*l.* 13*s.* and 575*d.* 2*s.* 1*d.* Probate of his will has been granted to Thomas Wm. Picken, metallurgical chemist, Coventry.

WILLIAM ARKLE, chemist and druggist, Northfield, Lancashire, who died on September 12, left 6,525*l.*, with net personalty 3,497*l.* Probate of his will and codicils has been granted to his son, Wm. Arkle, 13 Penny Street, Lancaster, chemist, and Chas. Albert Arkle, Preston, both.

### English and Welsh News.

The Editor would be obliged if subscribers would send him marked copies of newspapers containing items of interest for insertion in this or other news sections of the "C. & D."

#### Royal Society Election.

The following fifteen candidates have been selected by the Council of the Royal Society to be recommended for election as Fellows of the Society:

Dr. Wilfred Eade Agar, Dr. Francis William Aston, Professor William Laurence Bragg, Dr. William Thomas Calman, Dr. Arthur Henry Church, Professor Georges Dreyer, Professor William Henry Eccles, Dr. John Charles Grant Ledingham, Mr. Charles Stewart Middlemiss, Professor Kennedy Joseph Previté Orton, Dr. John Herbert Parsons, Professor James Charles Philip, Dr. Alfred Arthur Robb, Sir Eustace Tennyson D'Eyncourt, and Mr. G. Udny Yule.

#### Contracts.

The following Government contracts, among others, have been notified:

ADMIRALTY.—*Brushes*.—G. B. Kent & Sons, Ltd.

WAR OFFICE.—*Bleaching Powder*.—The United Alkali Co., Ltd. *Methylated Spirit*.—Sutton, Carden & Co., Ltd.

POST OFFICE.—*Liquid Air Plant*.—British Oxygen Co., Ltd.

HIGH COMMISSIONER FOR INDIA.—*Acids*.—Howards & Sons, Ltd. *Lint*.—Vernon & Co., Ltd. *Silver Nitrate*.—Johnson, Matthey & Co., Ltd. *Tablets*.—Burroughs Wellcome & Co.

CROWN AGENTS FOR THE COLONIES.—*Bandages*.—Robinson & Sons, Ltd. *Candles*.—Price's Patent Candle Co., Ltd. *Drugs*.—Burgoyne, Burbidges & Co., Ltd. *Linseed Oil*.—Price's Patent Candle Co., Ltd. *Oil*.—Anglo-American Oil Co., Ltd. *Quinine*.—Howards & Sons, Ltd.

The following tenders have been accepted by the bodies named:

Lancaster Town Council.—Mr. A. Bate, chemist and druggist, drugs, etc., to Luneside Hospital.

Orsett Guardians.—Jordan Brothers, Grays, drugs.

#### London Chemists' Retail Price List.

The following are among the alterations in the March issue of the London Chemists' Retail Price List:

Lower.—Ac. acet. gluc., 4*d.* oz.; aspirin, 8*d.* oz.; ac. benz. synth., 7*d.* oz.; ac. carbol. coml., 2*s.* pt.; ac. carbol. pur., 3*d.* oz.; amyllum, 1*s.* lb.; bismuth. carb., 1*s.* 10*d.* oz.; butyl. chlor. hyd., 8*d.* dr.; caffein. cit., 8*d.* dr.; camph. flor., 1*s.* oz. (tablets,  $\frac{1}{4}$  oz., 3*d.* each); cera alba, 6*d.* oz.; collod. flex. meth., 8*d.* oz.; ext. ergot. liq., 4*d.* dr.; ext. mali liq., 3*d.* oz.; lin. camph., 5*d.* oz.; ol. caryoph., 4*d.* dr., 2*s.* oz.; ol. junip. lig., 1*s.* 1*d.* oz.; ol. lavand. spic., 1*s.* 6*d.* oz.; ol. limonis, 1*s.* 1*d.* oz.; ol. tereb. coml., 2*s.* pt.; phenacetin, 1*s.* 11*d.* oz.; rhei rad. E.I., 2*s.* oz.; sp. menth. pip., 3*s.* oz.; syr. ferri iod., 5*d.* oz.; tr. aurantii, 2*s.* 4*d.* oz.; ung. hyd. mit., 6*d.* oz.; ung. hyd. co., 8*d.* oz.; ung. methyl. sal., 9*d.* oz. Higher: Ac. sulph. arom., 1*s.* oz.; ext. hamamel. liq., 1*s.* 1*d.* oz.; menthol, 9*d.* dr.; pulv. aloes c. canella (cap.), 7*d.* oz.; syr. aromat., 1*s.* 1*d.* oz.

#### Discussion on a Welfare Centre.

At the meeting of the Dover town council on February 22, a report presented by the children's welfare committee included the following passage: "We have considered your reference to us dated January 25 with regard to the supply of Glaxo" (C. & D., February 5, p. 47). "We have been in communication with the local chemists, who state they regret they are unable to submit quotations. We have also considered a letter received from the Dover Chemists' Association asking that the conditions of supply shall prevent any person from obtaining this article (or any other goods) at a reduced rate if they are able to pay the usual price to the retailer, and suggesting that we should only supply to persons who sign an approved declaration that the family income does

not exceed an agreed maximum . . . and stating that the proprietors of Glaxo refuse to allow any retailer to handle the special packing they supply for distribution by welfare committees, and this attitude has long been a cause of complaint throughout the country." Councillor Fox asked if Glaxo had been entirely satisfactory recently, and suggested that the sanitary inspector should take samples for analysis. Councillor Thomas said that the position was that the Glaxo people supplied a 1-lb. portion to the welfare centre for 2s. 4d., but traders could not supply a 20-oz. tin under 5s. The Mayor: What has that to do with us? A lady member of the council held that the committee was being asked to support the interests of eleven chemists against those of 126 children. The council decided to take no action in the matter.

#### False-pretences Charge.

At Tonbridge Petty Sessions, on March 1, Herbert Masters, described as a chemist's traveller, of no fixed abode, was charged on remand with obtaining by false pretences the sum of 1*l.* from Mr. John Whenday, corn merchant, Tonbridge, on February 17, and two smaller sums from Southborough tradesmen on February 21. Mr. Whenday stated in evidence that the accused called on him and produced a typewritten contract-note under which he promised he would keep the premises clear of rats for twelve months for 3*l.* Witness was to pay 2*l.*, and accused said the remainder would be found by the Government. In the case of farmers, accused said the Government would find up to 75 per cent. He mentioned that "the Liverpool virus people" had offered him 500*l.* for the formula, but he said his firm refused it because it was their livelihood. He said the firm was "S. H. Carter's Pathological Institute, 5A London Road, Gillingham, Kent." Witness paid him 1*l.* Similar evidence was given by two tradesmen carrying on business at Southborough. A police officer said that he knew Gillingham well, and there was no London Road there and no "Pathological Institute." On half an envelope in accused's possession was a formula for exterminating rats called "Dr. Purtree's Celebrated Serum for Rats and Mice." The accused was committed for trial, bail being refused.

#### Bradford.

Bradford chamber of trade has recommended the closing of shops all day on Good Friday, Easter Monday, and the following day.

An outbreak of fire occurred recently at the Goodwin Street premises of Stephenson Bros., Ltd., oil merchants. The damage was practically confined to the basement.

Mr. Dixon Taylor, chemist and druggist, son of Mr. A. Taylor, chemist and druggist, Akroydon Pharmacy, Boothtown, Halifax, has opened a business at 35 St. Margaret's Road.

#### Birmingham.

The attempt by the Birmingham Society of Grocers to maintain the high prices of sugar has been frustrated.

A stimulus to photography is given in Bournville. The exhibit of its Camera Club was opened by the Lady Mayoress on February 24, and proved a great success.

An advertisement for a chemist's apprentice has appeared locally. Young ladies of fourteen still ask 1*l.* a week, it appears, and stipulate that the work must be clean.

"Local pharmacists will be interested to know," writes a correspondent, "that valerian grows wild by Burton's Brook, Yardley Wood, and onwards to Barston, near Knowle."

The Lord Mayor (Alderman W. A. Cadbury) has presented 2,000*l.* worth of preference shares in Messrs. Cadbury Bros. to the Citizens' Committee for the relief of ex-Service men.

The death is announced, at the age of eighty-one, of Mrs. Howard Lloyd, widow of the late Mr. Howard Lloyd, for many years managing director of Lloyds Bank. Mrs. Lloyd was the daughter of the late John Elliott Howard, F.R.S., of quinine fame.

The Birmingham Section of the British Industries Fair is not, of course, primarily concerned with things that

pharmacists handle; but the pharmaceutical visitor may pick out, with a little care, some fine specimens of balances and other apparatus, silica ware, salts of various metals, and gums used in varnishes.

#### Leeds.

An official inquiry was opened at the town hall, on February 23, into the extensive scheme under which Leeds is asking to be allowed to take in a number of outlying areas.

The local chamber of trade recommends the closing of shops all day on Good Friday, Easter Monday, and the following day. The chamber has passed a resolution objecting to the establishment of trade boards and minimum-wage schedules in the distributive trades, on the ground that (1) such a measure is inopportune in view of the depression, falling prices, and unemployment; and (2) standard rates of wages granted without regard to ability will cause unemployment among old employees or those incapable of earning the standard rates. Doubt is cast on the possibility of trade boards serving the intended purpose, as the balance of power lies in the members appointed by the Government, and many of the workers' representatives are paid officials who are not engaged in the trades that they represent.

#### Liverpool.

Shaving-brushes form a prominent feature in window displays.

The annual smoking-concert in aid of the Pharmaceutical Society's Benevolent Fund will be held shortly.

Glass adhering to the sides of American medicine-bottles has, in more than one recent case, nearly led to its being cut.

Mr. Robert C. Herman, chemist and druggist, Ainslee, has motored to Harrogate to complete his recuperation after an illness.

The President of the Southport Pharmacists' Association (Mr. Messenger) has issued invitations to a dinner at the Queen's Hotel, on March 9, to meet Mr. Mallon, secretary of the Retail Pharmacists' Union.

Gold coin is beginning to reappear in the till of tailors and chemists. As the most pessimistic of them admit that trade has not fallen off to nearly the extent anticipated, the gold is regarded as a bright omen—in a double sense.

After an extensive tour throughout Britain and a visit to the battlefields of France and Belgium, the Canadian curlers left Liverpool on February 25 by the liner *Empress of Britain*. During their visit they won thirty-one matches out of thirty-six. It will be remembered that there were two pharmacists in the team.

A large attendance at the funeral service of the late Mr. John Stopforth, whose death was recorded in last week's issue of the *C. & D.* (p. 81), witnessed the esteem in which he was held. The service took place at St. Clare's, Arundel Avenue, where Mr. Stopforth who had a fine voice, often sang in the choir. Among those present were the President of the Liverpool Chartist Association (Mr. W. H. Clubb, Ph.C.) and Mr. Vljan Parry.

Mr. W. H. Saunders, chairman of Ayrton, Saunders & Co., Ltd., contributed to the "Post" of February 24 an interesting letter on the subject of the efficiency of girl clerks. The following brief extract indicates Mr. Saunders' considered opinion on the subject: "In my own view, after a business experience of fifty years, without in any way wishing to depreciate the work of male clerks—is that girl clerks are more conscientious, more punctual, more diligent, more careful in their work, and more anxious that everything should be done to the satisfaction of the employer than the average male. As to cigarette-smoking, I am convinced that, neither openly nor otherwise, is this carried on among my own staff. I question very much if it is at all general. As to afternoon tea-making and gossiping over it, in my own company tea is served at 10.20 in the morning and 3.20 in the afternoon. At both intervals ten minutes' leisure is allowed, and this time is never exceeded."

**Manchester.**

Several chemists' businesses have changed hands recently in Manchester and district.

Mr. Sturdy, chemist, has taken over the business of the late Mr. Smith, Bradford Road.

Tinkers, Ltd., have purchased the business of Lockwoods (chemists), Ltd., Moston Lane, Moston.

Mr. T. F. Russon has acquired the business of Lockwoods (Chemists), Ltd., at Conran Street, Harpurhey.

Mr. Adamson, late manager to Griffiths & Hornby, Ashton Old Road, has recently purchased the pharmacy carried on by Mr. T. R. Hornby, 72 Vine Street, Higher Openshaw.

The officials of the newly formed Manchester, Salford and District Branch of the Retail Pharmacists' Union are already doing good work. Instances of cutting the prices of P.A.T.A. lines have been reported and immediately dealt with. The more united chemists are, the more power they have to act in such instances.

At Manchester Assizes, on March 1, the Premier Drug Co., Ltd., Blackfriars Street, were defendants in an action brought by the Dalton Motor Co., Ltd., to recover 1,030/- the balance of the price of a car sold and delivered. After a lengthy hearing, the commissioner (Sir Alfred Tobin, C.) gave judgment for the plaintiffs for the amount claimed, and commented severely on the evidence of the Premier Drug Co.'s managing director, Mr. David Oldman.

Thompson & Capper, Ltd., Piccadilly, have been drawing crowds of late by an "advertisement sale," the chief feature of which appears to be sale of two articles of the same kind for the price of one *plus* 1d. Thus, two 6d. hot-water bottles have been sold for 8s. 7d. By accident one or two protected lines got included in the bargains; but the matter was soon put right.

A smart advertising idea has just been adopted by Hutton & Parsons, Ltd. This consists of a cash-tray, under which is an attachment connected with an ordinary electric-light fitting. On the customer placing his coin coins on the tray a coloured illuminated sign appears in front of him, reading: "Phospherine sold here—1s. 3d., and 5s." There is only one in Manchester at present, and that is in the pharmacy of Mr. John Cleworth, president of the Manchester Pharmaceutical Association.

**Sheffield.**

The outlook for the voluntary hospitals in the city is very black, there being a debit balance of 98,511/-.

Mr. E. Northend, D.C.M., chemist and druggist, has opened a business at 331 Albert Road, Heeley. Mr. Northend is a Sheffield man, and prior to the war was with Messrs. Newsholme and Mr. Job Preston.

Mr. B. Ellis, barrister-at-law, chemist and druggist, addressing the Middle Classes' Union recently, opposed principal trading as wasteful. He gave his experience of purchase of milk which had dirt floating on the top and a ready deposit.

Insurance dispensing has been heavy during last month. In course chemists should receive a substantial return from the Insurance Committee, as the Pharmaceutical Committee's expenses have not been much more than half the amount deducted on account.

In the City Police Court, recently, J. Simms, alias Vanette, who described himself as a patent-medicine vendor, was summoned for assault by a man named Datta. The latter stated that he pulled out teeth in the market-place while his wife sold boxes of lozenges marked "kota." Trade jealousy appeared, from the evidence, to be the cause of the trouble. Simms was bound over for twelve months in 5l. and ordered to pay the costs.

**Miscellaneous.**

WINE-LICENCES GRANTED.—Job Carr & Co., Ltd., wholesale and retail chemists, have been granted wine off-licences for their branches at Smawthorne Lane and Carlton Street, Caleford.

**SHOP-WINDOWS SCRATCHED.**—The plate-glass windows of shops in Lancashire are being extensively scratched, a branch of Taylors' Drug Co., Ltd., being among those that have been defaced in this way. At Preston the chamber of trade is taking the matter up.

**MEDINAL AT AN INQUEST.**—An inquest was opened in Hampstead, London, N.W., on February 26, on the body of Catherine Joseph, who died at home after being unconscious for some days. The evidence showed that forty "wrappers" which had contained medinal were found in her possession. The inquest was adjourned.

**Poisonings.**—The following cases of fatal poisoning have been recorded since our last report: At Hampstead, London, N.W., Philip Grant, an ex-soldier, committed suicide by taking potassium cyanide while of unsound mind.—In East London, Morris Hartzig, an Austrian subject carrying on business as a boot manufacturer in Mile End Road, committed suicide by taking spirit of salt while of unsound mind.

**ANALYSTS' SALARY INCREASED.**—At a recent meeting of the St. Pancras (London) borough council, it was agreed to pay a bonus of 180/- per annum to the public analyst (Mr. J. K. Colwell, F.I.C.) in addition to his salary of 300/- per annum. Mr. Colwell had estimated that his existing remuneration worked out at 9s. 7d. for each sample, the fees in other London boroughs being considerably higher—e.g., in Kensington 14s. 3d., plus 30 per cent.; in Bermondsey, 12s. 6d.; and in Shoreditch, 15s.

**EXEMPTION FROM EXCESS-PROFITS DUTY.**—At the annual meeting of the Manufacturers' Agents' Association of Great Britain and Ireland, held in London on February 25, it was announced that the Commissioners of Inland Revenue have decided that *bona-fide* agents to manufacturers are not liable for excess-profits duty, and that amounts already paid are being refunded. The chairman indicated that other steps were being taken to protect the interests of manufacturers' agents in all parts of the country, irrespective of the trade to which they belonged. Two large guarantee funds have been formed in order to fight the matter of excess-profits duty assessments upon agents and in regard to the payment of income-tax by agents to foreign manufacturers. In the first case a victory was obtained, and the amount subscribed has been returned to the guarantors in full. An Irish delegate stated that the local agent for Beecham's Pills had been successful in getting back his excess-profits duty.

**IN THE COURTS.**—In Marylebone County Court, London, on February 23, Mr. Alfred Leo Stein, commercial traveller, 7 Adolphus Road, N., failed in an action to recover the sum of 6l. 12s. as damages from the Great Western Railway Company for the destruction of a parcel while in charge of an "outside porter" at Slough Station, the judge holding that there was no evidence that the man in question was held out by the company as their servant.—In the same Court, on February 24, a committal order was obtained by Mr. R. H. Parker, Ph.C., 35 Clifton Road, N.W., against Mr. Hyman Wolff, 63 Portadown Road, N.W., in respect of an amount of 7l. for medicines supplied, as an alternative to payment by monthly instalments of 1l.—At Mansion House Police Court, on February 24, a summons against Mr. Hugh Girvan, iron merchant, 120 Cannon Street, E.C. 4, for assaulting Mr. John Horace Lawrence (L. & E. Lawrence, druggists' sundriesmen), of the same address, was dismissed on payment of costs.—At Marlborough Street Police Court, on February 26, Anna Rose, a Russian subject, was charged on remand with being in unlawful possession of three "packets" of cocaine. A divisional surgeon stated in evidence that he had examined two of the packets and found them to contain cocaine hydrochloride. The magistrate was understood to say that the Defence of the Realm Act expired on August 31 last, and as far as he had been able to ascertain there was no regulation in force in reference to such cases, except that a person might be proceeded against for a conspiracy to propagate deleterious drugs. The accused was again remanded.

C C

## Irish News.

### Brevities.

The managing committee of Jervis Street Hospital, Dublin, invite tenders for drugs up to March 12.

The premises of the Cork Chemical and Drug Co., Ltd., Patrick Street, Cork, were broken into on February 22, and goods valued at 30/- stolen.

Dr. McKenna, Monasteravan, has written to the Athy Board of Guardians asking if it were advisable at the present time to send in a requisition for medicines. The chairman said that Boileau & Boyd, Ltd., Dublin, had announced that, as large sums are owing throughout the country to the company, they could not guarantee to continue supplies. The Athy Union owed them about 100/-.

Boileau & Boyd, Ltd., have written to the Longford Board of Guardians in reference to a drug unfavourably reported on by the analyst, declining to take responsibility owing to the lapse of time which had occurred.

### Belfast.

Wm. Dobbin & Co., Ltd., chemists, who have discontinued business at 45 and 47 North Street, Belfast, are shortly to open a new drug-store at 65 North Street.

Mr. R. F. McCartney, Ph.C., Coleraine, has been appointed on the Committee of the North Derry Unionist Association dealing with the re-election of candidates for the Ulster Parliament for the county.

At the annual dinner of the Incorporated Accountants of Belfast, held on February 16, Mr. Wm. McMullan (Thos. McMullan & Co., Ltd., wholesale druggists), as Vice-President of the Chamber of Commerce, responded to the toast of "Prosperity to the Trade of Belfast."

The funeral of the late Mr. T. N. Moffitt, Ph.C., Belfast, whose death was announced in last week's issue of THE CHEMIST AND DRUGGIST (p. 81), took place at Newry, co. Down, on February 24, and was largely attended. A wreath was sent by the Ulster Retail Drug Trade Association.

At the Recorder's Court, on February 26, a youth named James McCullough pleaded "Guilty" to breaking and entering the lock-up store of Mr. T. Finnegan, Ph.C., 4 Kent Street, on January 18, and stealing three bottles of lime juice and a quantity of pills. He was allowed out on entering into recognisances.

The final lecture, delivered under the auspices of the Belfast Natural History and Philosophical Society by Professor James Small, late of the School of Pharmacy, London, took place in the Biological Lecture Theatre, Queen's University, Belfast, on March 25, the subject being "The Erectness of Plants."

At a meeting of the county Derry Committee of Agriculture, held in Coleraine on February 26, a resolution was passed protesting against the proposed Draft Regulations of the Dangerous Drugs Act. Copies of the resolution will be sent to the Department of Agriculture and to members of Parliament for Derry.

At the annual meeting of the Belfast Wholesale Merchants and Manufacturers' Association, held on February 24, Mr. Wm. Doig, wholesale druggist, Mr. George Wilson, J.P. (Jordan, Wilson & Alexander), and Mr. J. A. MacCormac (Elliott, Thompson & Blair, wholesale druggists) were elected to the general committee for the ensuing year. At the same meeting Mr. Fred Storey, President of the Chemists' and Druggists' Society of Ireland, moved a resolution that the Association support the action of the Chemists' and Druggists' Society of Ireland, the Belfast Chamber of Commerce, the Pharmaceutical Society, Belfast Chamber of Trade, Ulster Retail Drug Trade Association, the North Irish Pharmacists' Association, and the Ulster Farmers' Union in protesting against the Draft Regulations of the Dangerous Drugs Act, and asking that the Regulations be withdrawn. Mr. Wm. Doig seconded the resolution, which was passed, and copies were ordered to be sent to the local members of Parliament and the Home Secretary.

## Scottish News.

### Edinburgh.

More than one business in the neighbourhood is said to be for sale at the present time.

Falling prices, the main factor of the wages question are obvious from a glimpse at chemists' windows.

It is expected that there will be a considerable drop in the number of candidates at the April examinations.

Edinburgh Chemists' Golf Club played the first of their year's competitions on the Musselburgh Links on February 23. There was a good turn out, the following being prize-winners: (1) A tie, Mr. R. Thomson (84-4=80) and Mr. J. W. Rosie (98-18=80); (3) Mr. John Gray (93-12=81).

In a recent report on Maternity and Child Welfare expenditure Dr. Maxwell Williamson, the medical officer of health, states that the greatest care is exercised in the distribution of Glaxo. The supply of drugs is dealt with in the same way—that is to say, those obtainable supplies are required to pay for such if able to do so.

### Glasgow.

Among the exhibitors at the Glasgow section of the British Industries Fair is T. J. Smith & Nephew, Ltd., surgical dressings manufacturers, who, in addition to showing that class of goods, have a display of pharmaceutical oils, petroleum jellies, and extract of malt. Sashena Manufacturing Co., a subsidiary concern of Messrs. Smith, are exhibiting accouchement sheets, etc.

The sixth whist-drive of the season, under the auspices of the Glasgow Pharmacy Club, was held in the club rooms on February 22, Mr. W. W. Wilson presiding. The prizes, which were given by Cuxson, Gerrard & Co., Ltd., Gorbals, and Mr. A. Gracie (W. E. Taylor & Co.), were presented by Mrs. M. Wallace, wife of the Scotch representative of the former company. The prize-winners were: Ladies: (1) Miss L. C. Wilson, (2) Miss J. McLauchlan. Gentlemen: (1) Mr. James H. Anderson, (2) Mr. A. Gracie. Songs by Misses Campbell and Lees and Messrs. Miller, Calder, and W. Grant contributed to the evening's enjoyment. A whist-drive and dance is to take place in the Prince of Wales's Hall on March 8.

## Corner for Students.

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 42 Cannon Street, London, E.C."

### QUALITATIVE ANALYSIS.

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture will comprise acids and inorganic bases occurring in the British Pharmacopœia, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture (accompanied by a stamped and addressed envelope, not a stamp merely) will be received up to Tuesday, March 8, on which day the samples will be posted. Students' reports will be received up to Saturday, March 19. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the fifth exercise in the analytical tournament for the current winter session. The usual monthly first and second prizes in this series of analyses will be awarded only to apprentices or assistants who are preparing for the Qualifying examination of the Pharmaceutical Society of Great Britain or of Ireland, which fact must be attested on their reports.

## Legal Reports.

**Claim for Goods.**—In the Mayor's and City of London Court on February 24, before his honour Judge Jackson, the Pure Russian Liquid Paraffin Co., Ltd., St. Helen's Place, sued Mr. W. B. Rodger, 76 Virginia Street, Glasgow, for 56 lb. "Jasamine" brand lanoline and four 10-gallon drums pure Russian liquid paraffin applied, 10/-, having been paid on account. Plaintiffs applied for leave to serve the defendant, out of the jurisdiction, in Glasgow, under Order 7, Rule 21. Plaintiffs' solicitor said that they had filed an affidavit which showed that the defendant ordered the goods from the plaintiffs in the City of London. Plaintiffs delivered the goods carriage forward. Therefore the cause of action arose in the City within the jurisdiction of the Court, no other place had been agreed upon for payment. Defendant had written saying that he could not get in the amounts due to him and that business was very bad. Judge Jackson granted the application to serve the defendant in Scotland.

**Storekeeper's Ejection.**—In the Mayor's and City of London Court, on February 22, before his honour Judge Jackson, P. Samuelson & Co., 27 Mincing Lane, applied for possession of rooms on the top floor of 32 Jewry Street, held by Alfred Hale. Mr. Fortune appeared for plaintiffs, and Mr. Marshall for the defendant. Mr. Fortune said that the premises were let to the defendant while he was acting as storekeeper and housekeeper to plaintiffs. He never paid any rent, but looked after a store of perfumes, oils, etc., on the ground and first floors, and his wife cooked the plaintiffs' partner's lunch. Plaintiffs took possession of 32 Jewry Street in 1916 and carried a considerable stock. The business was conducted at 27 Mincing Lane. Defendant, who had been with them since 1902, was appointed storekeeper. Last year plaintiffs became dissatisfied with the way in which the defendant was carrying on his service, and in July told him that the arrangement must come to an end. In November they gave him formal notice to leave in December. He was still there. Mr. Marshall said defendant was suffering from an accident which occurred while working for the plaintiffs, and that had helped to prevent him getting out of the premises. Judge Jackson said that the defendant must leave in five weeks' time and pay the costs of the proceedings.

**Shipping Goods Abroad.**—In the Mayor's and City of London Court, on March 1, before his honour Judge Jackson, Neale & Wilkinson, Ltd., carriers, 16 Camomile Street, E.C., sued Mr. John Lorimer, chemical merchant, City Road, for 100/- carriage of soda, camphor, formic acid, boracic acid, and other goods. Mr. Quass appeared for the plaintiffs, and Mr. C. A. Collingwood for the defendant. Mr. Quass said that plaintiffs were forwarders, and the defendant was a merchant and importer. The claim was for freight and other charges incurred by the plaintiffs on behalf of the defendant, and charges for the carriage for goods conveyed by them on the defendant's account. There were in all fifteen boxes, and the plaintiffs had abandoned the claim over to enable the action to be brought in that Court. The defendant had paid into Court 67. 1s., and of that amount he denied his liability as to 24/- 19s. Defendant raised a counter-claim for 160/-, and he claimed 25/- damages for detention of some of the goods, and he claimed the value of the goods or their delivery up. He stated the value at 135/- in respect of some boracic acid and four kegs of salicylic acid. On April 27 the defendant wrote and said:

Please find herewith shipping note in respect of 25 kilos. fine and 10 kilos. sugar of milk for shipment to Mr. Galindez, of Seville. These goods are lying here in warehouse, and I shall be glad if you will kindly have them collected and packed into cases and despatched according to instructions. I am also enclosing two shipping notes for 1,000 kilos. of boracic acid. These goods will be delivered to you in several lots, and I shall be glad if you will advise me as each delivery comes to hand, so that I may know exactly how things stand. When you have

sufficient goods to complete either of the shipments I shall be glad if you will have the boracic acid packed into suitable kegs as before, and ship to my instructions.

The declaration which was signed by the defendant declared that the packages did not contain liquids, oils, spirits, etc., or any other articles of an inflammable, dangerous, or damaging nature, and he agreed to the usual terms, conditions, and regulations. He also agreed to furnish all documents and information that might be required in the event of Customs or other difficulties. He further agreed to pay the freight, carriage, insurance, etc., as well as all other lawful charges which might be paid by the plaintiffs, as well as return freight charges. Plaintiffs were to have a general lien on the goods and all other property for the time being in their possession or under their control for all claims upon the owner, consignor, or consignee; and, in the event of any such claim being unsatisfied, the plaintiffs were at liberty to sell the property, or as much thereof as might be sufficient to satisfy their lien, and such sale might be by public auction or private contract, the net proceeds of the property sold to be applied in or towards the satisfaction of such lien. In May plaintiffs received instructions to collect four kegs of salicylic acid. No declaration form was entered into in respect of that. Plaintiffs were given a delivery order for five cases of camphor to be sent to Seville. On May 17 plaintiffs had instructions to collect two cases of soda ex s.s. *Atherton*. Then on June 1 they were asked to send another two cases of camphor, and there was a declaration. In June they had to collect cases of formamint, and in that month they shipped two cases of chemicals to Egypt. All the orders and declarations were signed by John Lorimer, although this was only a trade name. On July 14 the defendant wrote cancelling the shipping instructions of the boracic acid which had been sent to Spain. On July 16 the plaintiffs regretted that defendant tried to stop goods which had already been sent. Plaintiffs wrote and said that the goods were at Seville incurring wharfage charges. On August 31 defendant asked to have the goods re-shipped to Rotterdam. Underneath "John Lorimer" was the name "G. G. Wallis." Earlier the name had been Banister. It was only then that the plaintiffs noticed the change. In September the plaintiffs sent an account and asked for a remittance. Defendant knew that the goods were at Rotterdam. An account was later sent for 992. In December defendant asked the plaintiffs to collect 290 pesetas in Rotterdam, and said that, with regard to the plaintiffs' account, having recently purchased the business from Banister there was a certain delay. Now it turned out that the proprietor was a Miss Wallis. There was a counter-claim, because defendant said that the plaintiffs had detained the boracic acid in London. If plaintiffs had not a lien on the goods under the declarations, then they had a lien at common law in regard to all of them. They did not hold merely in respect of the charges on the goods in question, but they had a general lien. The case of *Hill v. London Central Markets Cold Storage Co., Ltd.*, 1910 (102 "Law Times," p. 715), laid it down that a warehouseman had a general lien at common law, and not merely a particular lien. That was as far as the salicylic acid went. As to the boracic acid, they had an express agreement giving the plaintiffs a general lien on all goods for all their charges. Plaintiffs could not be concerned with the personnel of the defendant firm. Bernard Hobday, plaintiffs' Continental departmental manager, said he received the instructions in question. Defendant had not paid the plaintiffs' charges, and they held his goods for their charges. From day to day further charges were being incurred at Rotterdam. They never knew that Miss Wallis was the proprietress. Mr. Collingwood said that Miss Wallis, who was really the owner of the business, knew nothing of some of the items of the claim, as she only took possession of the business on July 15. Banister had taken it over a few weeks before from Lorimer. Berk, defendant's manager, told the plaintiffs' representative on the telephone of the change in proprietorship. There was never any written notice. The boracic acid in dispute belonged to Lorimer. When it arrived at Seville Miss Wallis took over the liability because she had become the proprietress while the goods

were there. Judge Jackson: Owing to the state of the markets or prices, you gave notice to send them to Rotterdam. Mr. Collingwood: And they will not let them leave Rotterdam. Judge Jackson: Because they have a lien. Mr. Collingwood said with regard to the salicylic acid no declaration was signed in respect of it. It was taken over by Banister. Plaintiffs refused to act on defendant's delivery order; hence a claim for their detention. Plaintiffs had no lien arising out of the contractual relationships between the parties to the declarations because the defendant was not a party to them. Plaintiffs' only lien would arise as warehousemen, and they were not warehousemen. Robert Berk, defendant's manager, said he was quite sure he gave plaintiffs notice of the change of name. As to the salicylic acid, they sold it at 1s. 2½d. per lb., and it was worth 1s. per lb. now. The boracic acid was sold at 8d. a ton c.i.f. to Fleming & Co., Mark Lane, who claimed 7d. for loss of profit. The present value was 7d. a ton. Miss Wallis paid 2,200/- for the goodwill of the business, but she left everything to him, she seldom attending. He was paid 60/- a month and a commission. Judge Jackson said he must find for the plaintiffs on the claim and counter-claim, with costs. He did not think the notice given of the change was a sufficient notice to the world in general. Lorimer should have given the ordinary written notice.

## New Companies and Company News.

P.C. means Private Company and R.O. Registered Office.

**GODDARD & GRIEVE, LTD. (P.C.).**—Capital, 2,500/- Objects: To take over the business of a chemist and druggist carried on by E. J. T. Goddard at 465 Finchley Road, Hampstead. The first directors are: T. J. Grieve, 12 Broomfield Avenue, Palmers Green, London, N., and M. E. Swan, M.P.S., 61 Tufnell Park Road, N.

**TIMMINS DRUG STORES, LTD. (P.C.).**—Capital, 500/- Objects: To take over the business of a drug-store carried on by A. L. Timmins at 113 Lynn Street, West Hartlepool, as "Timmins Drug Stores." The first directors are: A. L. Timmins, 113 Lynn Street, West Hartlepool, and E. C. While, 99 Granville Road, Middlesbrough.

**ASCOTTS (PHARMACIES), LTD. (P.C.).**—Capital, 1,500/- Objects: To take over the business of a drug pharmacy carried on by Ascott & Co., 1098 Harrow Road, London, W. The first directors are: Walter Travis, 203 Whitecross Street, E.C. 1; William Travis, 20 Hart Street, Ulverston, Lancs; and B. Webster, 39 Queen's Avenue, Muswell Hill, N.

**M. & P. ENTERPRISES, LTD. (P.C.).**—Capital, 1,000/- Objects: To carry on the business of chemists, druggists, drysalters, oil and colourmen, etc. The first directors are: C. H. W. Morrison, 116 Biddulph Mansions, Maida Vale, W. H. S. Sever, 55 Whitechapel, Liverpool, and Mrs. K. B. Peak, 14 Kensington Crescent, W. R.O.: 62 Bryanston Street, Marble Arch, London, W. 1.

**CAPSOL DYES, LTD. (P.C.).**—Capital, 70,000/- Objects: To carry on the business of manufacturers of dyes, bleaching and dyeing materials, sulphuric and other acids, salts, alkalis, drugs, and chemical materials and appliances, etc., and to acquire the business of domestic dye manufacturers carried on at Blackpool as the "Capsol Dye Co., Ltd." The first directors are: J. Catlow, S. M. Tootal, J. B. Catlow, H. Lonsdale, T. Barlow, J. H. Catlow, and R. M. Stothert. R.O.: Stanley Road, off Hornby Road, Blackpool.

**L. C. HALL LTD. (P.C.).**—Capital, 1,000/- Objects: To carry on the business of wholesale or retail chemists, druggists, perfumers, opticians, photographers, manufacturers, importers, and exporters of and dealers in surgical instruments, photographic materials, wines, soap, toilet requisites, fancy goods, etc. The permanent directors are: C. W. W. Hipperson, 103 St. Giles Street, Norwich, chemist and druggist, and L. C. Hall, 28 Sandringham Road, Norwich, chemist and druggist. R.O.: 37 Prince of Wales Road, Norwich.

**ITALIAN COMPANIES AND DIVIDENDS.**—"Industria Liquori, Coloniali, Affini (I.C.A.I.)" Ancona, is the title of a new firm, with a capital of 200,000 lire, in 500 shares of 400 lire, for commerce in drugs, etc.—"La Celestin" Palermo, is a new firm, with a capital of 35,000 lire, for the manufacture of strontium salts.—"Medicazione Antisettica Da Cruz," Turin, is a new company, with a capital of 50,000 lire, arranged for nine years, to deal in antiseptic medicines.—"La Società Gavini, Cervi e Cremona, has increased its capital from 100,000 lire to 300,000 lire by the issue of 2,000 shares of 100 lire each.—"Rotelli e C." Milan, is a new firm, with a capital of 50,000 lire, arranged for five years, for trading in drugs.—"Meacci e C." Milan, is a new firm, with a capital of 100,000 lire, for trading in pharmaceutical products, mineral-waters, oxygen, etc.—"Società Anonima Distillerie Aromatiche D. E. A." Florence, has decided to increase its capital to 1,000,000 lire by the issue of new shares.—"Anonima Chimico Farmaceutica G. Zanetti," Turin, is a new concern, with a capital of 1,000,000 lire, in the form of 1,000 shares of 1,000 lire each, for trading in chemicals, medicaments, drugs, etc.—"Consorzio Autonomo Negozianti Droghe Coloniali," Rome, is a new company, with a capital of 500,000 lire, in 100 shares of 500 lire, for trading on a large scale in drugs of all kinds and fine chemicals.—"Società Anonima Prodotti D. E. A., Degiorgio Elm Abbazia Alpina," Milan, is a new company, with a capital of 300,000 lire, in 300 shares of 1,000 lire, for dealing in toilet products, perfumes, drugs, pharmaceutical products, etc.—"Società Prodotti Chimico Farmaceutici A. Bertelli e C." This important manufacturing concern of fine chemicals and pharmaceutical products, at a recent meeting, decided to increase its capital from 1,250,000 lire to 2,500,000 lire.—"Società Farmaceutica Prodotti e Derivati Chimici Farmacia Candioli," Rome. At a recent meeting of this company it was decided to raise the capital from 1,000,000 lire to 2,000,000 lire, by the issue of 10,000 shares of 100 lire.

## Coming Events.

This section of the "C. & D." is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

**Monday, March 7.**  
*Society of Chemical Industry.* Rooms of the Chemical Society, Burlington House, Piccadilly, London, W., at 8 P.M. Paper on "Factors Influencing the Food Value of Lard and its Substitutes," by Mr. J. C. Drummond, D.Sc.; and "The Stability of Benzoyl Peroxide," by Mr. R. C. Farmer, Sc.D. The members of the Section will dine together before the meeting at the Florence Restaurant, Rupert Street, W. 1, 6.15 P.M. (Tickets, 6s. 6d. each.)

**Tuesday, March 8.**  
*Ealing Pharmacists' Association.* Eden Restaurant, High Street, Ealing, London, W., at 8.30 P.M. Mr. G. A. Mallinson on "The Retail Pharmacists' Union."  
*North London Pharmaceutical Association.* Progressive Pharmacy Club, Arundel Hotel, London, W.C., at 8.30 P.M. Mr. T. Neathercoat (President of the Pharmaceutical Society of Great Britain) on "The Present Position of Pharmacy."

**Wednesday, March 9.**  
*Leeds' Chemists' Association.* Mr. F. G. Hines (member of the Pharmaceutical Council) will give an address.  
*Manchester Pharmaceutical Association.* Council Chamber, Huddersfield Hall, Deansgate, at 5 P.M. Mr. F. Pilkington Smart on "The Pharmaceutical Position."  
*Leicester and Leicestershire Pharmaceutical Association.* Mr. F. W. Goodess on "Prescription Pricing."  
*Edinburgh Chemists' Golf Club.* Competition at Murrayfield.

**Thursday, March 10.**  
*Pharmacists' Services Club.* Progressive Pharmacy Club, Arundel Hotel, London, W.C., at 8 P.M. Whist-drive. Single ticket 3s. 6d., double tickets (lady and gentleman) 6s. 6d., including light refreshments, from Mr. F. W. March, 3 Heslop Road, Balham, S.W. 12.

**SOUTH-WEST LONDON CHEMISTS' ASSOCIATION.**—The annual dinner will be held at the Holborn Restaurant on March 16. Tickets (10s. 6d. each) from Mr. F. G. Wells, 80 Bridge Road, Battersea, London, S.W. Evening dress optional.

**LONDON CHEMISTS' GOLFING SOCIETY.**—The annual dinner will be held at the Connaught Rooms, Great Queen Street, on March 17, at 6.30 P.M., Mr. T. E. Lescher, O.B.E., in the chair. Tickets (12s. 6d. each) from the Hon. Secretary, Mr. G. F. Webb, 40 Cleveland Park Avenue, Walthamstow, London, E. 17.

## Festivities.

### Cardiff Chemists' Whist-drive.

THE second of a series of whist-drives promoted by Mr. E. Poole (assistant secretary), of the Cardiff Pharmacists' Association, to augment the Pharmaceutical Society's Benevolent Fund was held on February 25. The duties of M.C. were carried out by Mr. E. Poole, assisted by Mr. Arthur T. Mogg and Mr. James Murray. The prizes, provided by members of the Association and Mr. Loyley, manager of the South Wales branch of F. Newberry & Sons, Ltd., London, were presented by Mrs. Brims (wife of the President). The winners were as follows: *Ladies*—(1) Mrs. R. Kemp-Williams (solid celluloid hand-mirror); (2) Miss N. Harrower (silver marmalade jar). *Gentlemen*—(1) Mr. W. E. Croressing (small mahogany clock); (2) Mr. MacLeod (silver match-box); (3) Miss F. Redave, who was playing as a gentleman (silver jewel-case).

### Pharmaceutical Society's School Dinner.

THE annual dinner of the past and present students of the Pharmaceutical Society's School of Pharmacy was held in the Crown Room of the Holborn Restaurant, London, W.C., on March 2, Mr. E. T. Neathercoat (President of the Pharmaceutical Society) in the chair. Among those present we noticed Mrs. Neathercoat, Miss Ichanan, Sir William and Lady Glyn-Jones, Mr. and Mrs. A. R. Melhuish, Mr. and Mrs. Edmund White, Mr. and Mrs. C. A. Noble, and Messrs. R. R. Bennett, G. R. yes, W. Browne, F. H. Carr, C. E. Corfield, H. Finne, A. Francis, F. W. Gamble, Professor H. G. Greenish, C. H. Hampshire, F. G. Hines, H. Glyn-Jones, Martin, E. A. Umney, and H. C. Wright. The loyal toast was proposed by the President, who explained that secretaries and speakers, excluding himself, had fixed a time limit of not more than five minutes for each speech. He then made a selection from the programme of music, which two of the present students took part. The toast of proposing the toast of "The Pharmaceutical Society" fell to Mr. H. N. Bream (student), who paid a tribute to Mr. Neathercoat, the teaching staff of the school, and its *esprit de corps*. Mr. Neathercoat, in reply, stated that twenty years ago that night he had made his first public speech at the school dinner; it was an awful effort, and he was not sure if he had yet recovered from the shock. (Laughter.) The school was a model, and send to none. Mr. A. R. Melhuish, who proposed "The School of Pharmacy," explained that he was prevented by the time limit from giving reminiscences. He felt sure if the young people would only stand firm the future of the Society was safe in their hands. He paid a tribute to the good old Dean, Professor Greenish—he ought to be explained, to say "old," but the Dean was at the school at the same time as the speaker. Mr. E. White and Professor Greenish made characteristic replies. The Professor, who received an ovation, said that there are students at the school at the present time—the largest ever in its history. Among his ideals was that a school of pharmacy would be constructed specially for that purpose and not be a house adapted to it. Students under teachers from the pharmaceutical ranks made, in his experience, most progress. Mr. H. Glyn-Jones, who made his maiden speech in proposing "The Ladies," skilfully avoided being too flippant or too sentimental—which, he explained, were the usual pitfalls of this toast. He referred to the success of women in every sphere of life, and particularly to the part of his "pharmasisters," in upholding the honour of the Society and in sport and work. Miss Kitchingham (student) briefly replied. The last toast was that of "The Chairman," proposed by Mr. R. R. Bennett, who related how he had become acquainted with Mr. Neathercoat when they had entered the school together. Mr. Neathercoat, he said, was always a distinguished student and a keen footballer. He took an active part in public life in Surrey. Mr. Neathercoat thanked Bennett for his kindly references, and also thanked secretaries of the dinner committee (Messrs. Bradfield and Booth) and Mr. Harry Martin.

### West Ham Pharmacists' Dinner.

THE sixteenth annual dinner of the West Ham and District Association of Pharmacists was held at the Holborn Restaurant, London, W.C., on February 24, the President (Mr. E. N. Lloyd) in the chair. The attendance was quite up to the average, about 150 members and friends (including several ladies) being present. The President was supported at the top table by Mr. E. T. Neathercoat (President of the Pharmaceutical Society), Messrs. A. R. Keith and Herbert Skinner (of the Society's Council), Dr. P. Rose, Lieutenant-Colonel A. C. Preston (Thomas Hodgkinson, Prestons & King), Mr. S. F. Webb (Evans Sons Lescher & Webb, Ltd.), Mr. C. S. Steven (Eucryl, Ltd.), Mr. A. G. Gay (West Ham Insurance Committee), Mr. J. P. Gilmour, Mr. G. A. Mallinson (secretary of the Retail Pharmacists' Union), and others. Among those at the spur tables we noticed Mr. Alexander Catto (ex-President of the West Ham Association), Mr. C. A. Jones (secretary of the Association), Mr. J. Royle (Ingram & Royle, Ltd.), Mr. Agnew (Wright, Layman & Umney, Ltd.), Mr. A. Boyes (Evans Sons Lescher & Webb, Ltd.), Mr. H. Saunders (Edward Cook & Co., Ltd.), and Mr. L. Matthews (Ilford). The dinner was expeditiously served, and the reputation of the West Ham Association in the matter of feasts was well sustained. "What blasts of Bantu melody!" wrote one of our minor poets in the endeavour to convey his impressions of a restaurant dinner: it must be supposed that he was referring rather to the exuberance with which some of the speakers' jokes were greeted than to the musical entertainment arranged by the Committee of the West Ham Association—which was in unimpeachable taste. The toast-list was a comprehensive one, and, as a rule, the shortest speeches were the most applauded. Mr. Clifford Jones (Vice-President of the Association) led off with a neat eulogy of the Pharmaceutical Society, the toast of which came first. It had struggled formerly, he said, with too many duties, but was now purged of the commercial element. Mr. E. T. Neathercoat paid a compliment in return to the good work of the West Ham Association. He assured his audience that his Society was the same old Pharmaceutical Society. Nobody, he added, could get on without criticism. Every one learned something from it—most of all the people who started criticising. (Laughter.) The toast of "The West Ham Insurance Committee," which followed, was entrusted to Mr. H. Soper, who feelingly referred to the late Dr. F. H. Dayus (vice-chairman), a guest at last year's West Ham Association dinner. Mr. A. G. Gay, in the course of a thoughtful reply, mentioned that in the West Ham Insurance area there had been an entire absence of complaints during the past year. He expressed the thanks of the Committee to panel pharmacists for their part in this result. Mr. W. Potter, in giving the toast of "The Panel Committee," paid a similar compliment to the medical profession; and Dr. Rose, in response, spoke of pharmacy as a sister profession to his own. There was naturally a strong bond of union between them, he added—several, in fact. They were both overworked and both grossly underpaid. Mr. A. R. Keith was loudly applauded as he rose to propose, "The West Ham and District Association." As President of the East London Association, Mr. Keith did not forget to rally the West Ham members on their defeats by his supporters at shooting and at bowls, and to illustrate his thesis with some realistic accounts of stricken fields and some of his imitable anecdotes. The President, in reply, reminded the proposer of the toast that West Ham had voted for him at the last Council election. West Ham, he continued, was modern in its ideas; it was the first Association, he believed, to form a branch of the Retail Pharmacists' Union, and it also supported the employees' Union. The concluding toast, that of "The Visitors," was given by Mr. C. A. Pratt, who threw out the suggestion that Presidents of other Associations would be welcome at these annual dinners. Mr. Herbert Skinner, replying, said that he was not going to make a speech—and kept his word, contriving, however, to convey the thanks of the visitors in unmistakable terms.

## Protecting Chemical Industries.

### Key Industries Bill.

THE Prime Minister stated in the House of Commons on February 28 that it is hoped that it may be possible to introduce the Key Industries Bill before Easter, so that it may be proceeded with as soon as the House reassembles.

### The Free Trade View.

The "Star" refers as follows to an interview with the secretary of the Free Trade Union: "The attitude of the Free Trade Union towards the chemical industry of this country," the secretary explained, "is governed by its attitude towards 'key' industries generally. That is to say, if it can be shown that the industry of fine chemicals is necessary on the grounds of national security, and that it cannot be maintained without State assistance, then it should be assisted by the State, but only so far as is necessary for the national safety. What, from the strict Free Trade point of view, is going to be the advantage of keeping chemicals out? You would simply be stopping the import of goods that would help to put the exchanges right. But, anyhow, Germany is going to build up this industry whether we do or not, so that if you keep these chemicals out from Great Britain they are going elsewhere. In other words, we would in that case lose foreign markets. If they must have assistance from the State, they should be assisted only so far as is necessary for national safety. National security and necessity are supreme considerations, but they must not be exploited for personal gain."

### An Appeal to Medical Men.

We, the undersigned old-established British houses, earnestly appeal to medical men of the British Empire to support British industry to the utmost of their power. This appeal has no political foundation. We wish simply to place before medical men a few facts for their most careful consideration:

(1) In all fairness, it should be realised that international trading is not on a reciprocal basis—that is to say, foreign chemicals and pharmaceutical preparations are admitted into this country, practically speaking, duty free, while goods exported from this country to countries abroad are subject to an exceedingly high *ad valorem* duty. One vast country we have in mind directly prohibits the import of pharmaceutical preparations of other countries, while other immense States do so indirectly by means of the high duty already referred to.

(2) It should be remembered that, although much has been done during the war and since in the direction of promulgating British chemical industry, a great amount of work has yet to be done to consolidate the fine chemical and allied industries at home, and an obvious point is that the factories in Germany are for the most part absolutely intact and retain secrets which are the outcome of laborious, painstaking investigation.

(3) We desire respectfully to impress on medical men that we do not advertise to the public, nor "prescribe," nor in any way trespass on the rightful province of the medical practitioner; on the contrary, we rely on the position that the chemist, so far as the medical use of chemicals is concerned, is the handmaid of the medical man, and we might add rather bluntly we do not recommend foreign medical men and health resorts; why should the medical man recommend foreign pharmaceutical preparations?

(4) The scientific staffs in our laboratories welcome suggestions from medical men, and will carry out investigations to elucidate problems connected with chemistry, *materia medica*, and the like, which may prove of assistance in the art of healing.

(5) We have in our employment men who have been through the hell of the recent war. We have also with us young pupils and apprentices who have never even heard the name of Lister and who know nothing of his teaching until we have taught them what he did for suffering humanity. These two types of men, in our opinion, need every support, encouragement, and protection which the medical man can give.

We ask the doctor to demand British produce, and furthermore convince himself that what is stated to be British is British, and by so doing enable us to give employment to more and yet more British workmen, as to compete with foreign enterprise on the unequal footing above mentioned.

John Bell & Croyden, Ltd., Wigmore Street, W.  
John Bell, Hills & Lucas, Ltd., Tower Bridge Road, S.E.  
Brand & Co., Ltd., South Lambeth Road, S.E.  
Bleasdale, Ltd., York.  
J. L. Bullock & Co., Hanover Street, W.  
Burgoyne, Burbidges & Co., Ltd., East Ham.  
J. R. Cave, Ltd., Southport.  
Cooper Laboratories, Watford.  
Cuxson, Gerrard & Co., Ltd., Oldbury, Birmingham.  
Curtis & Co., Baker Street, W.  
Dakin Bros., Ltd., Middlesex Street, E.  
Duncan, Flockhart & Co., Edinburgh and London.  
Gale & Co., Bouverie Street, E.C.  
Galen Manufacturing Co., Ltd., New Cross Road, S.E.  
General Apothecaries' Co., Ltd., Berners Street, W.  
Goodall, Backhouse & Co., Leeds.  
Handford & Dawson, Harrogate.  
Harrington Bros., Ltd., City Road, E.C.  
Hodgkinson, Parsons & King, Ltd., Bishopsgate, E.C.  
Jeyes' Sanitary Compounds Co., Cannon Street, E.C.  
Thos. Kerfoot & Co., Bardsley Vale, Lancs.  
H. & T. Kirby & Co., Ltd., Willesden.  
Howard Lloyd & Co., Ltd., Leicester.

Lofthouse & Saltmer, Hull  
W. Martindale, London.  
Mottershead & Co., Manchester.  
G. T. W. Newsholme, Ltd., Sheffield.  
Oldfield, Pattinson & Co., Manchester.  
Oppenheimer, Son & Co., Ltd., Queen Victoria Street, E.C.  
Paine & Co., St. Neots, Hunts.  
Peat Products, Ltd., Quehith, Upper Thanet Street, E.C.  
Peck & Son, Cambridge.  
Potter & Clarke, Ltd., Artillery Lane, E.  
Prideaux, Ltd., Motcombe, Dorset.  
Raimes & Co., York.  
Raimes, Clark & Co., Leith.  
F. Rogers, Oxford Street, Richardson & Co., Bla

pool.  
John Richardson & Co., Ltd., Leicester.  
F. M. Rimington & Son, Bradford.  
Squire & Sons, Ltd., Oxford Street, W.  
Standard Tablet and Co., Ltd., Hove.  
H. E. Stevenson & Co., London, S.E.  
Symes & Co., Ltd., Liverpool.  
Type & King, Ltd., Mincing.  
Thos. Tyrer & Co., Ltd., Stratford.  
Whiffen & Sons, Ltd., Battersea.  
Wright, Layman & Umphreys, Ltd., Southwark Street, S.E.

## Institute of Chemistry.

THE annual meeting of the Institute of Chemistry was held on March 1 at 30 Russell Square, London, W.C. Herbert Jackson, the retiring President, in the course of his address, remarked that Government departments and official authorities generally had shown more inclination in recent times to accord higher recognition to the services of men of science. The conditions of appointment of chemists, both in the Government service and in industry, had been improved, and until the close of 1920 the profession had been in almost a unique position, in that few indeed of its members were disengaged. The prevailing depression in industry had had some effect on the employment of chemists, but even now less than fifty were disengaged out of nearly 3,300 on the Roll. The greater consideration given to science by the Government was an encouragement to the coming generation of chemists to follow a career of vital importance to the country. It would probably be regarded as desirable at the present moment for the Council of the Institute, without taking part in politics, to give expression to their views on the grave importance of maintaining in this country industry on which not only the future development of our country and many allied industries depends, but the future of a large number of students of chemistry. Officers and Council were afterwards elected. Mr. A. Chaston Chapman, F.R.S., succeeds Sir Herbert Jackson as President.

## Pharmaceutical Society of Great Britain.

### Council-meeting.

PRIVATE MEETING of the Council was held at 16 Bloomsbury Square, London, W.C., on March 1, the sitting occupying several hours. The following official report of the proceedings has been supplied:

#### DANGEROUS DRUGS ACT—DRAFT REGULATIONS.

The PRESIDENT, on behalf of the special committee, reported the action which the committee had taken in opposing the Regulations since the last meeting. He submitted correspondence which had passed between the Society and the Home Office and the replies thereto, and also referred to the letter signed by the eighteen interested bodies pressing for the setting up of an expert committee. The reply by the Home Office to the joint letter was read (p. 68). It was stated that the signatories to the joint letter were meeting at the offices of the British Medical Association on March 3 to decide their course of action. Woolcock was present at the invitation of the President, and explained the steps which had already been taken and which were contemplated in the House of Commons. The President reported that a meeting of the London group of members of Parliament was being held on March 2, that the consideration of the Dangerous Drugs Act Regulations was an item on the agenda; he stated that Sir William Glyn-Jones had been afforded an opportunity of reading and explaining the position. Steps had been taken through the London associations to ask the London members to request their members of Parliament to be present at the meeting. A long discussion ensued, and it was unanimously resolved: That the Council adheres to the request made by the bodies associated with the letter to the Home Office of February 22, and decides to continue to act in association with them. The hope was expressed that members of local associations would hold themselves in readiness to act upon any instructions which may have to be issued as a matter of emergency during the course of the next two or three days.

The meeting was resumed on March 2, the President (E. T. Neathercoat) in the chair. All the members of the Council were present excepting Mr. J. R. Young. It was stated that no questions had been received for reply.

#### DEATH.

The PRESIDENT briefly referred to the death of Mr. Hendry, Edinburgh, who had been a divisional secretary of the Society since the year 1906, and moved that a letter of sympathy be sent to the widow.

MURKIN CURRIE added a few words of appreciation of Mr. Hendry's character and work. Those who attended the British Pharmaceutical Conference in Edinburgh, he found Mr. Hendry a delightful man to talk to. He was a good friend to those younger than himself.

GUTHRIE also associated himself with the observations of the President, and the motion was adopted.

#### APPOINTMENT OF EXAMINERS.

It was agreed that the following be appointed to conduct the Council prizes examination: Professor A. A. Boon (chemistry), Dr. S. MacDougall (botany), Mr. Thomas (materia medica). It was also agreed that Mr. Tickle be asked to examine candidates for the Bell and Manchester scholarships.

#### ELECTIONS AND RESTORATIONS.

Seventy-seven persons were elected members of the Society, and sixty-nine were elected student-associates. Persons were restored to the Society. The registrar reported that there had been ninety-nine registrations of offices as students since the last meeting.

#### FUTURE OF LOCAL ASSOCIATIONS.

The most interesting item of the correspondence read was a letter from Mr. S. F. Body, Southend, calling attention to the anxiety existing among local associations regarding their future. Although aware of the rebate on subscription to the Society suggested by the President, he urged that inquiry into the matter should be

expedited, and added that in some instances apathy was settling upon the associations.

The PRESIDENT, in presenting the letter to the Council, said that he hoped to ask the Council to consider a report on the subject to be circulated at an early date.

Mr. MELHUISH remarked that the subject was very important. The Retail Pharmacists' Union was forming branches which might fit in with the existing associations.

The VICE-PRESIDENT (Mr. Sargeant) said that from the letter arose the question of the resuscitation of the local organisation committee of the Council.

Mr. DEAKIN assured the Council that it was the last desire of the R.P.U. to do anything to militate against the interests of the Society or of the local associations.

Mr. ROWSELL suggested that the local associations should be asked to keep their work going until the Council had a scheme to put before them.

Mr. WHITE was of opinion that the sooner the two bodies began to allocate their respective duties, the better. "We don't want," he continued, "one body to get into a difficult position and have to be dragged out of it."

Mr. CAMPKIN thought the local associations appeared to be in a nebulous condition, and uncertain whether they were to emerge as auxiliaries to the R.P.U. or the Pharmaceutical Society. Some, in his experience, were carrying on, but were discharging their duties somewhat perfunctorily.

Mr. KEITH said he was very anxious that local associations should not be broken up. Many of them had quite as many managers and assistants as proprietors among their members. He thought that there was a tendency to convert local associations into proprietors' associations.

Mr. SKINNER inquired whether, seeing that, apparently, a big discussion had sprung up, it would not be better for the President to invoke the help of a committee for the purpose of putting forward suggestions to the Council, instead of going "round and round the mulberry bush."

The PRESIDENT said he would be glad to have a sub-committee prepare a document.

The VICE-PRESIDENT suggested the Library Committee.

Mr. ROWSELL thought it preferable that the report should be prepared by the President himself.

Mr. KEALL agreed with Mr. Rowsell. In visiting many of the areas he had observed a feeling of misapprehension. Many of the associations were waiting for a strong lead from the Society. The enthusiasm in scattered areas—e.g., North Wales, where long journeys had to be undertaken in order to reach meetings, was beyond all praise.

Mr. LLOYD also agreed with the suggestion that the President should undertake to prepare the report, and added that members of the Council should consult their own associations concerning the President's views. He (the speaker) thought Mr. Keith's remark on associations of proprietors unfortunate, believing, as he did, that the bulk of the associations admitted any member or student-associate of the Pharmaceutical Society.

Mr. PARRY called attention to the point that, in his view, there was some urgency about this matter. If whatever was decided upon was not done quickly, there would soon be no means of getting into touch with the local associations. In some areas the cost of working the association was as heavy as the Society's subscription.

The PRESIDENT, replying on the discussion, said that he would undertake to circulate the report about the middle of the month.

Other correspondence received included: Greetings from the Pharmacy Board of Tasmania; a letter of thanks for a copy of the Society's calendar from the medical officer of health for Baghdad, from which letter it appeared that new pharmacy laws were about to be instituted in that city and its district (see *C. & D.*, II., 1920, p. 1526); a letter from the Privy Council on the subject of the Society's examinations in Edinburgh in 1920; and a letter from the Public Pharmacists' Association requesting the use of a lecture-room in the Society's premises on March 23. It was agreed that the Association's request be granted. The report of the Departmental Committee on therapeutic substances (*C. & D.*, February 26, p. 87), which had been received, was referred to the Library Committee.

## FINANCE COMMITTEE.

The monthly financial statement is summarised as follows: Receipts since the last meeting, including a balance of 996*l.* 14*s.* 3*d.* brought forward, amounted to 7,946*l.* 15*s.* 1*d.*, comprising the following items: "Pharmaceutical Journal," 1,000*s.*; rent, 6*l.*; restoration- and registration-fees, 32*l.* 10*s.*; penalties and costs, 6*l.* 9*s.*; subscriptions, 5,307*l.* 15*s.*; examination-fees, 214*l.* 5*s.*; dividend, 29*l.* 1*s.* 10*d.* From this total were deducted payments ordered at the last meeting amounting to 4,947*l.* 1*s.* 10*d.*, leaving a balance of 2,999*l.* 13*s.* 3*d.* The other balances were: Benevolent Fund (current account), 1,984*l.* 1*s.* 7*d.*; Benevolent Fund (donation account), 670*l.* 4*s.* 3*d.*; War Auxiliary Benevolent Fund, 1,085*l.* 3*s.* 3*d.*; Orphan Fund, 440*l.* 11*s.* 3*d.* The report recommended that accounts amounting to 3,685*l.* 19*s.* 3*d.* be paid, and that the action of the secretary in making payments on account of current expenses, amounting to 607*l.* 0*s.* 8*d.*, be approved.

The TREASURER (Mr. Bilson), in moving the adoption of the report, mentioned that 4,339 subscriptions had been received during January and February 1921, against 4,306 in corresponding months of 1920. (Applause.)

The report was adopted.

## LOCAL ASSOCIATIONS EXECUTIVE.

The report of this Committee stated that the sale of foods by infant-welfare centres has been considered by the Committee. It was recommended that the following resolution be sent to the Ministry of Health:

"That this Council supports the Ministry of Health in taking steps to lessen the heavy cost of the infant-welfare centres, but deprecates most strongly the tendency to convert the centres into trading concerns which will compete unfairly with the taxpayer."

Other matters dealt with in the report were railway rates for small parcels and Insurance terms for 1921. The latter subject was discussed by the Council in committee.

The report was adopted.

## BENEVOLENT FUND.

Miss BUCHANAN, in moving the adoption of this Committee's report (which comprised several grants), said that ladies interested in the sale of work at the forthcoming Chemists' Exhibition met on February 3. Mr. John Noble's dramatic sketch had been a great assistance to the fund. She would be glad to hear from any ladies who were too far from other ladies to form a working party. June 5 is the latest date, Miss Buchanan announced, for sending in exhibition-stall gifts. She was glad to say that the effort was being taken up *en amare*. The following special contributions to the Fund have been received: Thames Valley Pharmacists' Association (per Mr. Alfred Higgs), 2*l.* 16*s.* 6*d.*; Mr. H. Hartley, Todmorden, 1*l.* 17*s.* 6*d.*; Sheffield Pharmaceutical and Chemical Society (per Mr. J. G. Jackson), 8*l.* 2*s.*; Ealing Pharmacists' Association, 8*l.* 7*s.*; Chester Pharmacists' Association, 2*l.* 10*s.*; Peterborough Association of Pharmacists (per Mr. Bodger), 2*l.* 15*s.*; Wolverhampton Chemists' Association (per Mr. S. Phillips) 3*l.* 3*s.*, (per Mr. J. H. Coleman) 1*l.* 19*s.*; Mr. J. A. Pegg, Mansfield, 2*l.* 2*s.*

The report was adopted.

## WAR AUXILIARY BENEVOLENT FUND.

After a case referred to in this Committee's report had been discussed in committee, the report was adopted.

## LIBRARY COMMITTEE.

The chief item dealt with by this Committee was the making of arrangements for the Society's annual dinner, which, it was recommended, should be held on June 21 in the Connaught Rooms, W.C., tickets to be 30*s.* each, inclusive of wine. With the exception of the recognition of the Carlisle School of Chemistry for the purpose of Part I. of the Qualifying examination, the remainder of the report had reference to routine matters regarding the Society's school, library, and buildings.

The report was adopted.

This was all the public business.

## Chemists' and Druggists' Society of Ireland.

## Annual Meeting.

The annual meeting of the Chemists' and Druggists' Society of Ireland was held on February 23, in the Society's rooms, 11 Waring Street, Belfast, the President (Mr. Fred Storey) in the chair. There were also present Messrs. W. J. Gibson, J. Macauley, J. D. Carse, E. Roberts, J. Frackleton, F. T. Smith, J.P., J. Moffett, T. Sandford, J. McRoberts, A. E. Davis, G. John, T. J. Eglington, with Messrs. W. J. Rankin and W. Wilson (hon. secretaries, *pro tem.*). Mr. W. J. Rankin in reading the annual report, said that the members' has been largely increased. The Committee have had increase the subscriptions for the present year owing to the increase in the cost of the Journal and of rates, re-taxes, stationery, etc. Through the past year seven conferences have taken place with the representatives of the North Irish Pharmacists' Association to consider position of registered druggists under the new Ulster Parliament. The negotiations have been very satisfactory. The Draft Regulations under the Dangerous Drugs have given the Committee great anxiety. The secret reported on what had been done to meet them, and a position now is that the Home Secretary has agreed to confer with those interested and to amend or alter Regulations. It has been decided, in conjunction with the Pharmaceutical Society of Ireland, the Ulster Retail Druggists' Association, and the North Irish Pharmacists' Association, to send a deputation to the Home Secretary necessary. Mr. W. J. Gibson submitted the financial statement, which showed a substantial balance to credit. The President, in moving the adoption of the report, said they were very satisfactory. There were a number of R.D.'s who are still outside the Society, and, in view of important changes in the near future, it would be well to have them all members. He would like to say how pleased he was at the very friendly manner in which the representatives of the pharmaceutical business met and discussed the numerous points at issue at the conference referred to in the report. He mentioned with keen interest that his colleague Mr. J. C. Culbert is in the affairs of the R.D.'s, and he had proved himself worthy of their support during the preceding Council election. It was surely not beyond the bounds of possibility for a working arrangement to be carried out with their pharmaceutical friends. Mr. Storey also referred sympathetically to the loss sustained by the death of two members of the Pharmaceutical Council, Mr. McWalter (Dublin) and Mr. T. N. Moffett (Belfast). Mr. Smith seconded the adoption of the reports, which was agreed to after a brief discussion. Mr. Rankin reported that the Haslett gold medal had been won by Mr. Chas. B. Jones (Belfast).

## ELECTION OF OFFICERS.

Mr. Frackleton moved the re-election of Mr. Storey as President. Mr. Smith seconded the motion, which was supported by Mr. J. D. Carse and Mr. Suffern, and passed unanimously. The other offices were filled as follows: Vice-Presidents, Messrs. F. T. Smith, P. (Antrim), J. Moffett (Belfast), T. Sandford (West Belfast), J. E. O'Neill, J.P. (Maghera); auditors, Messrs. W. E. Wilson and W. J. Rankin; treasurer, Mr. S. Gibson, J.P.; auditors, Messrs. J. W. Roberts and W. Martin; committee, Messrs. J. W. Roberts, J. D. Carse, W. Martin, R. A. Jamison, F. Linn, J. Long, J. Macauley, H. Marshall, C. Abernethy, F. Boyle, D. A. Taylor, G. Johnson, J. Guthrie, F. Grimes, J.P. (Pomeroy), R. Kells, W. T. Gonn, J. McRoberts, A. W. Stevenson, S. Haydock, and T. Eglington. The name of Mr. Samuel Nevin was also added to the committee in recognition of his services as secretary. Mr. Samuel Gibson, J.P., was nominated to represent the Society on the Council of the Chamber of Commerce. A vote of condolence with Mrs. Moffett and her family was passed.

## Dispensing Notes.

By Harold Wyatt, Ph.C.

### A paper given at a meeting of the Liverpool Chemists' Association on February 16.

These notes are a continuation of previous papers given before this Association at various times, and consist of prescriptions dispensed in the usual course of business and others which have been sent to me by friends in pharmacy for my opinion thereon. The methods advised followed in their preparation are not claimed as being her novel or as the only ones applicable to the various cases of incompatibility touched upon, but are given simply as a means whereby at least a presentable result may be obtained.

#### NITRITES IN MIXTURES

Provide one of the most fruitful causes of trouble to dispensers and are a veritable pitfall to the prescriber. The following four examples will suffice to show at least the truth of the foregoing statement:

Sodii nitritis	...	...	...	gr. xv.
Tr. strophanthi	...	...	...	3j.
Syr. hypophosph. co., B.P.C.	...	...	...	3ij.
Aquaæ ad	...	...	...	3vij.

Misce. Fiat mistura.

There was an immediate evolution of nitrous acid on mixing this, so that after the lapse of a few days the mixture became deeply coloured and tasted most nauseous. I had been dispensed previously elsewhere, and the patient asked me if it was all right, and also if the taste could be improved. By adding sodium bicarbonate gr. xl. dissolved in the water and added to the syrup before putting in the sodium nitrite a good mixture was the result, and one which at the end of ten days had no taste of nitrous acid and only a slight and easily diffused precipitate. The trouble was caused by the acidity of the syrup; possibly if an alkaline or nearly neutral syrup had been used there would have been no trouble at all.

The next example was so acid that one could see at once what the result would be, so liq. ammon. fort. was add drop by drop until there was just a faint smell of ammonia noticeable, and the nitrite was added last. This method effectively met the difficulty:

Sp. ætheris nit.	...	...	...	3j.
Sodii nitritis	...	...	...	3j.
Aceti scilleæ	...	...	...	3vj.
Syr. scilleæ	...	...	...	3vj.
Syr. toluatani	...	...	...	3vj.
Inf. senegæ ad	...	...	...	3vij.

M. Fiat mistura.

In this case ammonia was used, as it causes no effervescence and is easily regulated as regards quantity of light alkalinity.

A similar mixture was also treated in the same way, and potassium nitrite was prescribed.

The final example is one in which only a very slight proportion of nitrous acid took place, due to the trace of acid in the concentrated infusion of gentian:

Pot. iodidi	...	...	...	3j.
Sodii nitritis	...	...	...	gr. xx.
Inf. gent. co. conc.	...	...	...	3ij.
Syrupi	...	...	...	3iv.
Aquaæ menth. pip. ad	...	...	...	3vj.

Misce. Fiat mistura.

To prevent possible liberation of iodine from the action of nitrous acid on the potassium iodide the addition of sodium bicarbonate gr. x. was made.

#### INSOLUBLE POWDERS.

When these are ordered in mixtures too much care should be expended on rubbing the powders down to an impalpable state, and in many cases the use of crystals of sugar or milk is advisable to attain this end:

Heroin. hydroch.	...	...	...	gr. j.
Ammon. carb.	...	...	...	3j.
Terpin hydratis	...	...	...	gr. xlviij.
Syr. pruni virg.	...	...	...	3vj.
Aquaæ chlorof. ad	...	...	...	3vj.

Misce. Fiat mistura.

Rub down the terpine hydrate with an equal amount of crystals of sugar or milk, add mucilage of acacia 3vj. and suspend with the other ingredients *secundem artem*.

In some Spanish prescriptions terpineol is used instead of terpine hydrate, and, being a liquid, it is much more easily suspended, and its taste also renders it a rather pleasant variation from those of the usual cough-mixtures.

In the next example the necessity for careful suspension and trituration is obvious:

Pulv. rhei co.	...	...	...	3j.
Sodii bicarb.	...	...	...	3iv.
Hydrargyri c. cretæ	...	...	...	gr. iv.
Pot. brom.	...	...	...	3ij.
Aquaæ chlorof. ad	...	...	...	3vij.

Misce. Fiat mistura.

Rub the grey powder with the other powders, then add mucilage of acacia 3j. and make up.

Quinine and an acid with sodium salicylate often occur in dispensing, and in most cases trouble may be easily avoided by using mucilage of acacia, half to be mixed with the quinine solution and the other half with the sodium salicylate in solution, then pouring the quinine-containing portion into the salicylate, and gently inverting two or three times, but not shaking:

Sodii salicylatis	...	...	...	3iss.
Quin. sulph.	...	...	...	gr. xiiij.
Ac. hydrobrom. dil.	...	...	...	3j.
Syrupi. aromat.	...	...	...	3iv.
Aquaæ ad	...	...	...	3vij.

Misce. Fiat mistura.

Use mucilage of acacia 3ss. as directed above.

Quininæ sulphat.	...	...	...	gr. xlviij.
Sodii salicylatis	...	...	...	gr. clx.
Phenazoni	...	...	...	3ij.
Syr. aurant.	...	...	...	3j.
Aquaæ ad	...	...	...	3vij.

Misce. Fiat mistura.

Here a slight modification is necessary. Rub the quinine salt with mucilage 3iv. and add 2 oz. of water; dissolve the salicylate of soda in water with mucilage 3iv. and make up to 2 oz. Mix the two solutions and add the other ingredients.

In the following example there seemed to be rather a large amount of carbolic acid ordered for insufflation; in fact, a 1 in 20 solution resulted when diluted as directed:

Glyc. ac. carbol.	...	...	...	3v.
Sodii bicarb.	...	...	...	3j.
Sodii chlor.	...	...	...	3j.
Aquaæ ad	...	...	...	3x.

Fiat lotio. "One dessertspoonful diluted with an equal amount of warm water to be snuffed up the nostrils as directed."

On communicating with the prescriber I was told it was what he intended, and had been ordered by a specialist in consultation.

The suspension of paraldehyde offers little difficulty, except when a small amount of menstruum is ordered, and then fluid extract of quillaia or infusion of senega are preferable to mucilage, as in the following example:

Paraldehydi	...	...	...	3iss.
Ext. glycyrrhizæ liq.	...	...	...	3iss.
Aquaæ chlorof. ad	...	...	...	3j.

Fiat haustus.

Add ext. fluid quillaia mv. or inf. senegæ conc. (1-7) 3j., and an easily suspensible preparation will result.

#### EXAMPLES OF INCOMPATIBILITY.

A seemingly hopeless incompatibility in the next example, nevertheless, on standing, gave a mixture which was quite respectable both in appearance and taste:

Sodii salicylatis	...	...	...	gr. viij.
Pot. bicarb.	...	...	...	gr. xij.
Liq. ferri perchlor.	...	...	...	mx.
Tr. nuc. vom.	...	...	...	mx.
Sp. chlorof.	...	...	...	mx.
Aquaæ menth. pip. ad	...	...	...	3ss.

Misce. Mitte 3vij.

There was a brisk effervescence, and on allowing this to subside the mixture became a clear, deep-coloured liquid which did not deposit after standing a week.

What could have been the idea of a prescriber in the next mixture is somewhat hard to divine :

Liq. sodae chlorinatae ... ... 3ij.  
Mist. guaiaci ad ... ... 3vij.

Misce. Fiat mistura.

The smell of chlorine rapidly disappeared from the mixture, the colour of which changed from day to day, and finally became a deep green.

A somewhat large dose of the mercuric salt characterises the pills in this next example :

Hydrarg. bicanidi ... ... 1*2* gr.  
Ext. nuc. vom. ... ... gr.  $\frac{1}{2}$   
Pil. rheo. ... ... gr. iss.  
Ext. gent. ... ... gr. ij.

Misce. Fiat pilula. Mitte xvii.

After keeping, an odour of prussic acid was noticed, due probably to acidity of the extract of gentian liberating a little prussic acid from the cyanide. The extract was therefore thinned with a little water and a few drops of solution of ammonia was added and the whole then evaporated to a thick syrup before the other ingredients of the pill were added. No further evidence of prussic acid was noticed after this.

#### UNUSUAL PRESCRIPTIONS.

Suprarenal gland in suppositories was called for one holiday-time when we were unable to get it from the wholesale house, and so it was extemporised by using a corresponding amount of a good tablet preparation, which answered very well :

Ext. suprarenalis ... ... gr. iij.  
Morph. mur. ... ... gr.  $\frac{1}{4}$   
Cocaine ... ... gr.  $\frac{1}{6}$   
Olei theobrom. ... ... q.s.

Fiat suppositorium. Mitte xii.

Valerianates in pills are by no means favourites with dispensers, as such prescriptions seem to have a fatal way of always presenting themselves on the morning of the weekly half-holiday or as a "preparation for the Sabbath"; but when ichthylol is added to the mass it would seem as if the uttermost depth had been reached by a malevolent prescriber. In the example herewith the ichthylol helped to mask the pills and, in addition, seemed to at least mask the smell of valerianates :

Ichthylol ... ... mij.  
Ferri valer. ... ... gr. j.  
Zinci valer. ... ... gr. ij.  
Quin. valer. ... ... gr. j.

Fiat pilula. Mitte xxiv.

If prescribers would sometimes take a little care in drafting their prescriptions they would not only receive the gratitude of the dispenser, but enable him to faithfully carry out their intentions with greater ease and much more accuracy. For example, in this prescription

Aloin. ... ... gr.  $\frac{1}{6}$   
Strychninæ sulph. ... ... gr.  $\frac{1}{10}$   
Extracti belladonnæ ... ... gr.  $\frac{1}{10}$   
Podophyllin ... ... gr.  $\frac{1}{2}$

Fiat pilula. Mitte xvij.

It would have been quite as easy to order fifty pills and the quantities in decimals, and so save making triturations to get the exact amounts of active ingredients required. Such careless methods only encourage the reprehensible practice of sending the "nearest thing" to what is required.

#### SOME OINTMENTS.

Eye ointments in which alkaloidal salts are ordered insoluble in the melted base may be quickly and well dispensed by dissolving the salt in a trace of water, adding a small amount of anhydrous wool-fat to emulsify the solution, and then incorporating this with the remainder of the base :

Atrop. sulph. ... ... gr. j.  
Vaselini ad ... ... gr. c.

Fiat ung.

Dissolve the atropine sulphate with water mv. on the ointment slab, add 10 grains of wool-fat, incorporate, and make up to 100 grains with vaseline.

In ointments containing pitch ointment and salicylic ointment heating causes the salicylic acid to react with the pitch and throw down an insoluble scale :

Ung. picis liq. ... ... 3j.  
Ung. ac. salicylici ... ... 3j.  
Ung. gly. plumbi subacetatis ... 3j.  
Ung. hydrarg. nit. dil ... ... 3j.  
Fiat ung.

In this example the best way is to melt the pitch ointment with the amounts of bases necessary for the other ointments ordered, and then rub in the salicylic acid, glycerin of subacetate of lead, and unguentum hydrarg. nit. with separate amounts of the pitch ointment, and finally mix all together.

One final example of a veterinary liniment of the old style :

Ægyptiaoi ... ... 3ij.  
Aceti vini ... ... 3ij.  
Liq. ammon. fort. ... ... 3j.  
Ol. tereb. ... ... 3j.  
Ol. origani ... ... 3j.  
Gumm. euphorbii pulv. ... 3ij.  
Cantharidis pulv. ... ... 3ij.

Fiat lin.

When one has such a preparation as this to dispense, and in addition has to prepare the ægyptiacum, a very good notion of the extemporaneous pharmacy of days gone by is acquired, and our respect for our forefathers in galenical pharmacy is heightened.

#### FOREIGN PRESCRIPTIONS.

though not of daily occurrence, are frequently handled in a great seaport town like Liverpool, and present difficulties mainly due to the language in which they are written or the preparations they call for :

#### AMERICAN.

Ol. olivæ ... ... 3ij.  
Glycerini ... ... 3v.  
Fluidi ext. senegæ ... ... 3iv.  
Fluidi ext. pruni virg. ... ... 3vj.  
Fluidi ext. glycyrrhizæ ... 3iv.  
Sp. vini gallici ad ... ... 3iv.

Fiat linctus.

This was dispensed minus the last ingredient, the owner being told to add this himself—a thing, as he said, he would scarcely have been able to do in "God's own country," owing to his countrymen's temperance notions.

#### Grams

Ac. arsen. ... ... 0.25  
Strychninæ sulph. ... ... 0.20  
Aloini ... ... 1.25  
Pepini (scales) ... ... 8.00  
Ferri redact. ... ... 10.00  
Quin. bisulph. ... ... 10.00

M. ft. capsula No. 100.

This is an illustration of the variety met with in American prescriptions and the number of capsules, etc., ordered.

Scandinavian scripts are usual, and as they are written in Latin and usually in very good and legible caligraphy, they are easy to make out.

#### DANISH.

Grams

Bromidi natrici, ... aa. 15  
Tincturæ valerianæ ... 10  
Phospatis natrici ... 300

1 spisceske 3-4 gange i døgnet (3ss. three or four times a day).

#### Grams

Aquæ ophthalmicæ boratæ ... 300

Fiat solutio.

This is

Sodii baboratis ... ... gr. 3

Aquæ fœniculi ... ... gr. 297

#### FRENCH.

This is a typical example of French prescribing.

	Grams
Benzoate de soude	2
Terpine	1
Sirop codéine	30
*Eau de laurier cerise	15
†Julep gommeux	150
‡Teinture d'aconit	xxx gouttes

Faire deux fois cette potion.  
(Send double this quantity.)

Cherry laurel water is often used in cough-mixtures in France for the flavour mainly, and also as a sedative.  
Julep gommeux, or potion gommeuse, consists of orange-water water, gum acacia, and syrup. (See B.P.C., and Squire.)  
Tincture of aconite, 30 drops, means 30 drops measured in a calibrated pipette, such as is ordered in the French Index.

**Vote.**—All ingredients in French prescriptions are weighed, liquids and solids, unless otherwise stated.

#### ITALIAN.

Solfato di zinco	... ... ...	centigrammi dieci
Cloridrato di cocaina	... ... ...	centigrammi dieci
Acqua destillata e sterilizzata	... ... ...	grammi quindici

Fare collirio: dare schizzetta conto gocce.

#### TRANSLATION.

	Grams
Zinci sulph.	0.10
Cocaina hydrochlor.	0.10
Aqua destillatae (sterilised)	15.

Fiat collyrium,

and an eye-dropper.

Cianuro di idrargirico	... ... ...	centigrammi venti
Acqua destillata e sterilizzata	... ... ...	grammi mille

Per lavature oculari.

	Grams
Hydrarg. bicanidi	0.20
Aqua destillatae (sterilised)	1,000.

Eye-wash.

The direction as to sterilising the water seems somewhat unnecessary in the presence of such a strong bactericidal as mercuric cyanide.

#### RUSSIAN.

These are invariably written in Latin.

Salis pelletieri	... ... ...	0.5
Thiocol	... ... ...	0.1
Butyri cacao	... ... ...	1.5

Fiat globulus. Mitte 12.

These pessaries were easy to make, but the identity of Petier's salt was somewhat obscure. Examination of a pessary revealed the presence of a quinine salt, and therefore the soluble hydrochloride was used.

#### SPANISH.

These are usually written in Spanish, though at times we find one in Latin. It is remarkable that the Latin nations seem to have entirely discarded the use of that language in prescriptions, which is to be deplored from every point of view :

	Gramos
Glicerofosfato de cal	0.30
Glicerofosfato de sosa	0.20
Glicerofosfato de hierro	0.15
Polvo de Paulinia	0.25

Hacer polvo.

	Grams
Calcii glyceroph.	0.30
Sodii glyceroph.	0.20
Ferri glyceroph.	0.15
Pulv. Guarano	0.25

Fiat pulvis.

	Gramos
Bromuro de potasa	10.00
Bromuro de sosa	10.00
Bromuro de amonio	10.00
Jarabe C.N.A.	150.00

Hacer bebida.

Tomese una cucharada de las de sopa al acostarse y repase si sea necesario.

#### TRANSLATION.

Potass. brom.,	...
Sodii brom.,	...
Ammonii brom.	... aa. 10 grams
Syrupi aurantii	... ... 150 grams

Fiat mistura.

One tablespoonful at bed-time, and repeat if required.

The contraction Jarabe C.N.A. expanded is Jarabe de Corteza de Naranja Amarga—syrup of bitter-orange peel.

#### Gramos

Aceite de almendras	... ... 60
Amoniaco puro	... ... 5
Remedio para sabañones.	
Translation.	

Oil of almonds	... ... 60 grams
Ammonia liquid	... ... 5 grams

Chilblain remedy.	...
Swiss.	
Guaiacol	... ... ... 0.05
Camphoræ	... ... ... 0.10
Iodoformi	... ... ... 0.01
Eucalyptol	... ... ... 0.05

Fiat ampulla. Mitte xx.

These were simple to make and were sent out made up to 1 c.c. each with sterilised almond oil.

#### ROUMANIAN.

These are mostly written in French, at any rate those we get from Roumanian ports, and are of a distinctly French character, containing plenty of syrups and medicated wines, with caffeine and glycerophosphates, as in the following example :

	Grams
Vin de quinquina	200
Vin de Malaga	150
Glicerina neutra	150

	Centigrams
Arsenit de sodiu	0.10
Glicerofosfat de calce	10.
Tra. nuca vomica	...
Tra. kola	...
Tra. koka	aa. 5

As regards foreign prescriptions, I would remark how much I appreciate the articles on foreign Pharmacopœias in *The Chemist and Druggist Diaries* of pre-war time, the Glossary in the "Art of Dispensing," and a paper given by Dr. Harrison Martindale before the British Pharmaceutical Conference, entitled "Pharmacy Notes from Various Parts of the World."

## Business Changes.

W. SUTER, essential oil and chemical merchant, has opened new offices at 380 City Road, London, E.C. 1.

VERNON POWELL, LTD., manufacturers of druggists' sundries, have removed to 7 Watling Street, London, E.C. 4.

C. E. BEVERIDGE & CO., chemists, Gillingham, have removed their business at 32 High Street to larger premises at 40 High Street.

MR. S. V. ROBERTS, Ph.C., late of 26 Westwell Street, Plymouth, has purchased the business of Mr. W. F. Gulliver, Ph.C., Lower Belgrave Street, London, S.W. 1.

F. CHIESMAN & CO., produce importers, announce that in consequence of the expiration of their lease they have removed to 4 London Wall Buildings, London, E.C. 2. Their telephone numbers are now London Wall 6952, 6953, 6954, and telegraphic address "Palustris, Ave., London."

MARSHALL & FRENCH, East India and Colonial brokers, 4-5 Fen Court, London, E.C. 3, regret to announce the retirement from the firm of Mr. J. P. Smart as from February 28. They, however, have been able to retain the benefit of his experience and assistance for a further period, although he is no longer a partner. Mr. Smart will have the procurement of the firm, and the business will be continued on the lines hitherto followed.

## Retail Pharmacists' Union.

**Executive Committee Election.**—Nominations are invited from members, the last day for receiving nominations being March 10. There are six electoral sections: (1) Metropolitan (London, Middlesex, Surrey, and West Ham); (2) West (Wales, Herefordshire, Shropshire, Staffordshire, Warwickshire, and Worcestershire); (3) South (Berkshire, Cornwall, Devon, Dorset, Gloucestershire, Hants, Kent, Somerset, Sussex, and Wiltshire); (4) North-East (Durham, Northumberland, and Yorkshire); (5) North-West (Cheshire, Cumberland, Lancashire, and Westmorland); (6) Central (Bedfordshire, Buckinghamshire, Cambridgeshire, Derbyshire, Essex, Hertfordshire, Huntingdonshire, Leicestershire, Lincs, Norfolk, Northamptonshire, Nottinghamshire, Oxfordshire, Rutland, and Suffolk). Each section will elect three members of the Executive Committee; one of the three must be a panel chemist. Nominations for each section may be made only by members in that section. A candidate can stand for election in one section only. Any member of the Union can be nominated as a candidate for the member's section, whether he is in business in the section or not, and members can nominate more than one candidate for their section, so long as the candidate's acceptance of nomination is secured.

**Kent.**—A branch of the Retail Pharmacists' Union has been formed for the county of Kent. Mr. A. F. Corfe, Ph.C., Maidstone, has accepted office as President.

**South Wales.**—A joint meeting, under the auspices of the South Wales and Monmouthshire Pharmacists' Local Associations' Federation and the Cardiff Pharmacists' Association was held at Cardiff on February 23. This was called by the Retail Pharmacists' Union in conjunction with a similar meeting at Rhyl on the same day. The chair was occupied by Councillor H. M. Lloyd (Merthyr), President of the Federation; and he was supported by Messrs. Harold E. Matthews (Bristol), L. Joseph, J.P. (Cardiff), as representing the R.P.U., Councillor A. Hagon, Benson Harries, H. S. Arnold, and other pharmacists from various towns and districts in South Wales. Mr. Harold E. Matthews spoke on behalf of the Retail Pharmacists' Union, explaining its constitution, and also the formation of local committees or branches that will at all times keep in touch with headquarters, having representation on a territorial or some such other basis. Mr. Matthews also pointed out some of the functions of the new body, which, in the course of two or three years, would be a complete organisation for the drug-trade. Mr. Leo Joseph showed how the R.P.U. in its present form of constitution was the very best of its kind. He spoke of the activity of the R.P.U. in connection with the Dangerous Drugs Act. Mr. A. Hagon, in addressing the meeting, impressed upon them the urgency of all joining the R.P.U., stating that the Pharmaceutical Society, which had always been the pioneer of all forward movements, was mainly responsible for the formation of this Union. While it was essential for chemists to join the R.P.U., it was equally essential for them to join and support the Society, as the Society and the R.P.U. were jointly part of the necessary organisation of the practice of pharmacy. After questions, Mr. R. W. Duck (Cardiff) proposed: "That this meeting of South Wales pharmacists are of the opinion that the R.P.U. as at present constituted is a most useful and much-required organisation, and pledges itself to further the object of this Union in applying for membership." This was seconded by Mr. S. B. Eason (Cardiff) and carried with enthusiasm.

**West Ham.**—A meeting of the newly-formed branch of the R.P.U. was held at Plaistow on February 22, when the following officers were elected: *Chairman*, Mr. C. Andrews Pratt; *Vice-Chairman*, Mr. W. Potter; *Hon. Secretary and Treasurer*, Mr. C. A. Jones; *Committee*, Messrs. Evans, Desmond, Kirkpatrick, Middleton, Maxey, and Reed; *Auditors*, Messrs. Freeman and Soper. The rules of the Union were adopted, and the amount of the annual subscription was fixed. The formation of the

branch rules was left to the Committee, as it was anticipated that model branch rules would be issued by the Union. An acknowledgment was read from the Home Office of the receipt of a protest from the branch against the Draft Regulations of the Dangerous Drugs Act. Dissatisfaction was expressed at the manner in which the clinic scripts were being dealt with by the Ministry of Pensions, many accounts being considerably overdue. It was unanimously decided to support the formation of a West Ham Chamber of Commerce, and Messrs. Mitchell, Potter, and Evans were appointed to represent the branch at a forthcoming meeting.

## Westminster Wisdom.

By the "C. & D." Parliamentary Representative.

### BRITISH POTASH.

Sir R. Horne, on February 28, stated in the House of Commons that some financial assistance was given during the war to the British potash industry, because an increased production of potash in this country was required in the interests of agriculture and of various manufactures, such as optical glass and certain chemicals.

### DENTISTS BILL.

Dr. Addison, on February 28, stated that he was not in a position to name any definite date for the introduction of the Dentists Bill, but if there is a general desire in the House that the Bill should be introduced without delay, and, if it will be treated substantially as an agreed Bill, the Government would be prepared to introduce it in another place at an early date.

### PROFITEERING ACTS.

Sir R. Horne, on February 28, said that the Central Committee, established under the Profiteering Acts, employ a staff which at present numbers seventy-nine, and the cost for the twelve months ended January 31 was 34,176. 6s. (not including stationery, office rent, and lighting). The Profiteering Acts expire on May 19, and in the meantime, in carrying out the work of the Committee, every regard is had to the necessity for economy.

### ODOL CHEMICAL WORKS.

Mr. Ronald McNeill, on March 2, asked the President of the Board of Trade whether a German company, the Odol Chemical Works, was wound up during the war and a British company encouraged to carry on the manufacture of its products; whether British manufacturing chemists are now nevertheless restrained from manufacturing the preparation known as Odol on the ground that the full rights to manufacture that preparation and to sell it under the trade name of Odol have been restored to the German company; and, if so, whether it is a correct interpretation of the economic clauses of the Treaty of Versailles that such rights, forfeited on account of the war, should be restored to our late enemies to the detriment of British trade.

Mr. Bridgeman replied: The business carried on in England by the Odol Chemical Works was wound up in 1917 and the stock-in-trade and machinery were sold to a British subject. The goodwill of the business and the trade-mark "Odol" were not assigned to him, nor was he specially encouraged to carry on the manufacture. So far as I am aware, no legal proceedings have been taken to restrain British chemists from manufacturing the preparation known as "Odol." The trade-mark "Odol" has not, however, been removed from the Register, and so long as it remains the registered proprietor is entitled to take action to restrain other persons from using the trade-mark on any manufactured goods. The original proprietor is dead, but I am informed that a German company has made formal application to be registered as subsequent proprietors of the mark under Article 306 of the Treaty of Versailles. This application, which will be judicially considered in the light of all the circumstances, has not yet been determined by the Registrar of Trade Marks.

## Marriage.

RONALDSON—GRIMES.—At Christ Church, Blackrock, Dublin, on February 26, George Clarke, only son of the late Mr. George Ronaldson, Stonebrook Lodge, Ballynore Eustace, to Kathleen, younger daughter of Mr. Henry C. Grimes (representative of Evans Sons Lescher & Webb, Ltd.), Maryville, Carysfort Avenue, Blackrock.

## Deaths.

BRIERLEY.—At the residence of his son, Mr. H. C. Brierley, chemist and druggist, Middleham, on February 26, within a few hours of his wife's death, Mr. Joseph Bennett Brierley, retired chemist and druggist. Mr. Brierley was the eldest son of the late Dr. Samuel Brierley, Ashton-under-Lyne, and was in business at North Bridge, Halifax, until his retirement sixteen years ago. He was a well-known public man, having served many years on the Halifax town council. In addition, he was one of the founders of the Halifax and District Chemists' Association, a church warden, and, probably, the oldest Freemason in the town. In the Halifax Chemists' Association he filled every office. Mr. Brierley, who had been married for fifty-three years, leaves two sons.

BRIERLEY.—At the residence of her son, Mr. H. C. Brierley, chemist and druggist, Middleham, on February 26, within a few hours of her husband's death, Emily, wife of Mr. Joseph Bennett Brierley, retired chemist and druggist.

CAMERON.—At his residence in Dublin, on February 27, Mr. Charles Alexander Cameron, C.B., F.R.C.S.I., M.D., F.I.C., public analyst for the City of Dublin, aged ninety.

Sir Charles Cameron, who was the son of the late Captain Ewen Cameron, Lochaber, was born in Dublin, and received his early education there. In those days, as he told us in his remarkable "Reminiscences" (published in 1913), sedan chairs were not entirely obsolete in the streets, nor was the "actual" cautery in surgical routine. After a period of study in Guernsey, Mr. Cameron was elected professor of chemistry to the Dublin Chemical Society on its formation in 1852. At his first lecture, Sir James Murray, M.D. (of

feld-magnesia fame), and other well-known men were present, although the young professor was still a medical student. In 1854 he visited Germany and made the acquaintance of Liebig. In 1857 he published his "Chemistry of Agriculture," which, like others of his numerous works, attained a large circulation; and two years later he started, in conjunction with two friends, a weekly paper. The list of his appointments and distinctions from that time onwards is a lengthy one; it must suffice to mention the chief of them. In 1862 he became public analyst for the City of Dublin, and in 1868-86 he served a term of office as President of the Royal College of Surgeons of Ireland. He was elected a Fellow of the Institute of Chemistry in 1878, and was a Vice-President from 1884 to 1890. Sir Charles received knighthood in 1885, the C.B. in 1899, and the freedom of Dublin in 1911. He was a well-known Freemason. His wife, who died in 1883, leaving seven children, was a cousin of the late Mr. W. G. Wills, the dramatist. Sir Charles enjoyed great popularity, both as a man and as a lecturer; in the 'seventies the seats at his Royal College of Surgeons lectures on sanitation were sometimes occupied an hour beforehand. He was frequently an

essential witness in court cases, criminal and otherwise, and on one occasion left a county court in Mayo amid wild enthusiasm, bonfires being lighted in his honour. As public analyst for twenty-four counties and several towns, he acquired an authority for which there have been few parallels in recent years.

CROOK.—At 26 Silver Street, Wellingborough, on February 26, suddenly, Mr. Thomas Crook, chemist and druggist, aged forty-four. Mr. Crook was a native of Kirkham, Lancashire, and was educated at Southport Grammar School. He qualified in 1900, and, after some experience at Market Drayton and Smethwick, purchased the business of J. W. Sarjeant & Son at Wellingborough in 1910. Mr. Crook was a member of the committee of the Northamptonshire Pharmacists' Association and of the Northamptonshire Insurance Committee. He had also served terms of office as President and secretary of the Wellingborough chamber of trade, and was prominent in local Masonic circles. His death, which occurred early in the day, soon after he had entered his shop, was due to apoplexy. He leaves a widow and three sons.

DALE.—At Steel Bank Pharmacy, Sheffield, on February 21, Clarice, dearly loved daughter of Mr. John Dale, chemist and druggist, aged thirty.

HANNAFORD.—On February 18, Mr. William Hannaford, F.S.M.C., F.I.O., chemist and druggist, 231 St. Albans Road, Watford, aged seventy-three. Mr. Hannaford had been in business in Watford for thirty years, and previously in Liverpool.

HELLIAR.—At Yeovil, on February 20, suddenly, Mr. Edwin Marsh Helliar, manufacturing chemist, 66 Middle Street, aged fifty-four. Mr. Helliar was the son and successor of the late Mr. Edwin Helliar, chemist and druggist, who died in 1894.

IVE.—On February 24, Bertha, the dearly loved wife of Mr. Harry W. IVE, 42 King's Gardens, West End Lane, West Hampstead, London, N.W.6, and 115 Gloucester Road, South Kensington, S.W.7.

MACGREGOR.—At the Western Infirmary, Glasgow, on February 23, as the result of a street accident, Mr. John MacGregor, chemist and druggist, 170 Dumbarton Road, Partick. Mr. MacGregor qualified in 1895. He leaves a widow.

MASTERS.—At his residence in Southport, on February 28, Mr. Henry Masters, late representative of Allen & Hanburys, Ltd., for the last ten years.

RICHARDSON.—At 129 Ullet Road, Toxteth Park, Liverpool, on February 16, Mr. Richard Thomas Richardson, chemist and druggist, aged eighty-three.

ST. DALMAS.—At his residence, "Fairfield," Clarendon Park Road, Leicester, on February 24, suddenly, Mr. William Henry Emeric de St. Dalmas, a director of A. de St. Dalmas & Co., Ltd., surgical-appliance manufacturers, aged sixty-seven.

## Personalities.

MR. A. E. HOBBS, Ph.C., Tunbridge Wells, has been elected a member of the committee of the borough advertising association.

MR. SIDNEY F. BODY, chemist and druggist, President of the Southend-on-Sea Rotary Club, occupied the chair on February 22 at a dinner held to celebrate the anniversary of the formation of the local section.

MR. J. F. DUNSTAN, pharmacist at the Northern Dispensary of the Southwark Guardians, London, has received an increase of 10/- per annum in his salary. Mr. Dunstan has been in the service of the Guardians since 1893.

MR. P. NOVELLI JAMES (W. J. Bush & Co., Ltd.), President of the Boileau Bowling Club, was voted to the chair at the first meeting at Barnes, on February 22, of the Richmond, Barnes and District Bowling League. Mr. Novelli James was the first nominee for the office of chairman for the ensuing year, but withdrew in favour of a colleague.

## Trade Notes.

**GERAUDEL'S PASTILLES.**—Butler & Crispe, 80-82 Clerkenwell Road, London, E.C. 1, have been appointed sole agents for the British Empire for Geraudel's pastilles. The firm advertise in this issue a priced selection of summer goods.

**STARTOL.**—Howards & Sons, Ltd., Ilford, London, advertise Startol in this issue. This is a volatile liquid used for motors, to enable cold and refractory engines to be started up instantly. It is packed in screw-top tins and is to be extensively advertised to the public.

**PYSHAN-POINTS TEA.**—We referred recently to the new showcard for Pyshan-Points tea, which Thomas Christy & Co., 4, 10, and 12 Old Swan Lane, Upper Thames Street, London, E.C., were offering to the trade. The showcard, of which we now give an illustration, is sent out with every initial order for 28 lb. of tea.

**METHYLATED SPIRIT.**—A useful booklet giving the regulations regarding the purchase, use, and sale of methylated spirit is issued by the Methylating Co., Ltd., 38-41 Finsbury Court, Finsbury Pavement, London, E.C. 2. A copy will be sent to any chemist who applies for one.

**SACCHARIN-MONSOANTO.**—From an advertisement in this issue it will be seen that the Graesser-Monsanto Chemical Works, Ltd., are now making saccharin at their Ruabon works. This brand has been on the American market since 1901, and is now looked upon as the standard make of saccharin.

**POUDRE DE LUZY.**—W. H. Calnan & Co., Ltd., 30-32 Ludgate Hill, London, E.C. 4, announce that Poudre de Luzy will in future be packed in display boxes, the lid bearing a reproduction of the well-known De Luzy poster. An interesting series of weekly messages commences in Messrs. Calnan's advertisement in this issue.

**DRUGS PARCEL OFFER.**—Pierson, Morrell & Co., Ltd., 100 Queen's Road, Barnet, make an interesting offer of a parcel of tablets and fine chemicals. These are aspirin tablets and formalin throat tablets, and aspirin, sodium salicylate, and salicylic acid in bulk. The parcel, of the total value of 2*l*. 8*s*. 3*d*., is sent post-free for two guineas.

**SUMTACHE** is the name of a liquid non-inflammable dry cleaner for clothes, leather goods, etc., which is being introduced by the Sumtache Co., 31 Gerrard Street, London, W. 1. The advertisement in this issue states that a publicity campaign is in progress, which should bring inquiries to chemists. Sumtache is packed in pannelled bottles and cartons, attractively labelled, and retails at 1*s*. 6*d*.

**PHOTOGRAPHIC WORK.**—The approach of Easter reminds chemists that photographic business will restart with the exceptionally fine weather, there are also indications that the commencement will be earlier. Photographic chemists now usually adopt the principle of sending film developing to trade specialists, and many who have not advanced to this stage may see the economic advantage of the system. The following photographic houses undertaking film-developing, etc., advertise in this issue:

Wm. Fox & Sons, 8 Castle Street, Sheffield.

Wallace Heaton, Ltd., Change Alley, Sheffield.

Lumex, Ltd., Dame Lane, Dublin.

Photopress, Johnson's Court, Fleet Street, London, E.C. 4.

J. & P. White & Co., 118 Great Ducie Street, Manchester.

## Trade-marks Applied for.

The figures in parentheses refer to the classes in which the marks are grouped, for a list of which, with particulars as to registration, see "The Chemist and Druggist Diary," 1921, p. 300.

(From "The Trade-marks Journal," January 19, 1921.)

"HEXALIN"; for all goods (2). By F. O. Ellison, Norman House, Old Normanton, Derby. 409,135.

"KRAX"; for all goods (3). By Roberts' Croupline, Ltd., 35 Deane Road, Bolton, Lancs. 402,112. (Associated.)

"ZOINE"; for goods (3). By Society of Chemical Industries in Basle. 141-227 Klybeckstrasse, Basle, Switzerland. 406,266.

"LYSOLINE," etc., on label; for a medicated hair preparation (3). By Lysol, Ltd., 9 and 10 St. Mary-at-Hill, London, E.C. 3. B 406,947.

"FASCU"; for headache, neuritis and nerve medicines. By R. J. Dodd, jun., 23 Queen's Road, Blackbushe, Lancs. 408,475.

"ULENTA"; for ointments (3). By J. C. Culbert, 2 Headwood Road, Connswater, Holywood Arches, Belfast. 409,139.

"BAYNOX"; for a medicated wine (3). By Beattons, Ltd., 40 High Street, Gateshead, Durham. 409,145.

"VINTAQUE"; for a medicated wine (3). By A. H. Gogg, Son, 31 Fore Street, Tiverton, Devon. 409,281.

"OVOMOT"; for medicinal chemicals (3). By The Turf Drug and Galenical Co., Ltd., Roden Street, Ilford. 409,510.

"GOLAC"; for medicinal chemicals (3). By Produits Chimiques et Pharmaceutiques Meurice Societe Anonyme, 68 Rue de Berkendael, Brussels, Belgium. 409,967.

"RAZAK"; for perfumery, etc. (48). By Elizabeth I. 55 Berners Street, Oxford Street, London, W. 1. 409,510.

(From "The Trade-marks Journal," January 26, 1921.)

"CELLASTINE," "CELASTOID," and "SAFETOID"; chemicals (1), and for goods (50). "CELLASTIC," "STOID," and "SAFETOID"; for goods (50). By British Cellulose and Chemical Manufacturing Co., Ltd., 8 Waterloo Place, London, S.W. 1. 408,792/796/798/807/809; 408,804/805/806. (Associated.)

"ASTHOMOLYSE"; for medicinal chemicals (3). By Miesch, 228 Boulevard de la Villette, Paris. 408,12.

"DIMOL"; for a medicine (3). By H. T. A. Beaufre. 24-30 Bermondsey Wall, London, S.E. 16. 408,144.

"FILISAN"; for all goods (3). By Society of Chemical Industry in Basle, 141 Klybeckstrasse, Basle, Switzerland. 408,558.

"LANCER"; for all goods (3), goods (47), and for all goods (48). By Ogston & Tennant, Ltd., Wright Street, Liverpool. 408,642/643/644. (Associated.)

"EUFONDA"; for medicinal chemicals (3), food substances (42), and for perfumery, etc. (48). By Margaret Henderson, 125 Sussex Road, Southport. 408,810/812. (Associated.)

"ATHANAL"; for medicinal chemicals (3). By Löwewerke Aktien-Gesellschaft, Salzstrasse 64-68, Heilbronn/a/Neckar, Germany. 409,271.

"MOONBEAM"; for goods (47) and for perfumery, etc. By Lever Brothers, Ltd., Port Sunlight, Cheshire. 409,705/706. (Associated.)

"TREX"; for hair lotion (48). By W. J. Greatorex, 111a New Street, Birmingham. 408,478.

## Information Department.

### INFORMATION WANTED.

Postal or telephone information with respect to makers or hand suppliers of the undermentioned articles will be appreciated:

B/22. Lipolysin.	L/242. Basmutose.
B/22. Micolysin.	B/282. Barclay's cornflakes with safety guard
N/43. Winter's foot-rot.	
S/13. Aoil biscuits for diabetes	M/13. Health hair-brushes
R/282. Ratinol.	

### INFORMATION SUPPLIED.

Inquiries regarding the following articles have been answered. The information as to supply will be given to others who send stamped, addressed envelope to the Information Department, "CHEMIST AND DRUGGIST," 42 Cannon Street, London, E.O. 4:

Acousticon hearing apparatus, M/282	Herb culture, W/202
Blue Jay corn plasters, N/123	Moogrol, S/212
Bonson's digestive tea, B/282	Mother Seigel's syrup, S/2
Burgess's lion ointment, S/232	Oxien tablets, L/233
	Iron-Ox tablets, L/33

## Observations and Reflections.

By Krayser II.

### The Home Office

evidently knows the value of the old formula, "Divide and govern." It will listen to objections to its Regulations put forward severally by this or that body affected by particular items in them, but it will not face the impact of a joint deputation representing all the interests involved, knowing full well that it is easier to placate separate interests by a little cajolery and show of moderation on particular points than to combat the organised opposition of many combined forces. The result of such tactics, if they are persisted in, will be precisely what you predict. There will be a little further "tinkering" by ignorant officials, and the Regulations in slightly modified form, ostensibly approved by the former objectors, will pass silently into law. It is questionable whether the Society should interview the Office with such a result threatening. It is certain that it must not allow itself to be made a party to such a result. Unless the Regulations are so altered as to meet all reasonable objections, an address to the King asking for their withdrawal is the only course.

### The Blindness

of the Home Office in not seeing that the inevitable effect of such Regulations as these is to drive the traffic in narcotic drugs underground would be inconceivable in anybody but Government officials; in them it is most a matter of course, for it has always been characteristic of Governments to deal in this way with the forces of disorder and disaffection. It is clear to everybody else that what I call the underground trade in drugs is enormously increased of late years, and that it will on increasing while restrictions on the legitimate use of these drugs are so needlessly stringent is certain. Men waters are sweet; the mere fact that they are difficult to obtain will induce a craving for them among certain classes, and the monstrous profit obtainable upon them by subterranean dealers will ensure a supply, whatever penalties may be incurred. The doctor and the chemist will be harassed and hampered in the supply of the drugs for necessary purposes, and Ivaldi and Lejuine d their like will flourish.

### Standardisation

of all therapeutic substances is, in vulgar language, a large order, and one which, while our *Materia Medica* and *Pharmacopoeia* retain their present dimensions, is hardly feasible. That it is desirable for all medical preparations to be of ascertained and uniform strength is a reasonable belief, but a good many of the preparations in common use are of such doubtful value as to be not worth the trouble of standardisation. This will probably be one result of the present movement towards universal standardisation that a good many of old remedies and placebos will be discarded and our practice greatly simplified, a consummation to be welcomed. Meanwhile, it is a serious anomaly that different manufacturers should have different standards, and that for imported articles there should be no standard at all except as regards the alcohol they may contain.

### Propaganda,

as I hinted the other week, is a two-edged tool which requires careful handling. Mr. Mallinson seems to have stirred up a good deal of bitter feeling in Scotland by his advocacy of the Retail Pharmacists' Union, which has been, not perhaps unreasonably, construed into an attack on the Scottish Federation. Certainly he has been ridiculous, if nothing worse, in his references to the Federation and its attitude towards the R.P.U., the Chemists' Defence Association, etc. There is no reason why there should be any hostility between the Scottish and the English organisations, but it seems more than likely that in the matter of insurance, at any rate, there will be, and that element once introduced is sure to spread.

The fault, if this happens, will not be entirely Mr. Mallinson's, but he can hardly escape the charge of having exacerbated any sore feeling previously existing. My personal preference is strongly for the Scottish model, with its absolute independence and integrity, but the R.P.U., being now a going concern on this side of the Border, ought to receive all the support we can give it. Its rules are not like the laws of the Medes and Persians; they can be altered, and the larger the membership the greater the possibility of remodelling it on the Scottish plan.

### Mr. Glode Guyer

was clearly in his proper element when preparing his delightful paper on the cultivation of medicinal plants in Scotland—a paper which invites comment in almost every line. Unfortunately I am for the present divorced from my books, and dare not trust my memory for more than the simplest statement on any subject, and must therefore attempt only the most general appreciation or anything at all in the way of criticism, though one or two statements in the paper strike me as requiring modification. One thing, however, puzzles me so completely that I should like to ask Mr. Guyer to explain it. He says that Sutherland had a corner in his garden for *Colchicum autumnale*, and describes it as the saffron crocus (*Crocus sativus autumnalis*), "which," Mr. Guyer adds, "settles the point." But surely if it settles any point it is that the plant referred to was not *colchicum*. Is this what Mr. Guyer means? It could not be both and the saffron crocus.

### The Origin

of the chemists' carboy seems to be wrapt in mystery: my own opinion is that it is a good deal older than some who have written on the subject seem to think, though I am unable just now to verify my suspicion. The name is Arabic, from *qarabah*, a large flagon, used for wine, rosewater, etc.; and although the Oxford Dictionary defines "carboy" as a large globular bottle of green or blue glass, covered with basket-work for protection, and used chiefly for holding acids, etc., all its illustrative quotations but one from "The Times," dated 1883, refer to the use of the carboy as a vessel for wine or rosewater. The earliest of them, dated 1753, is this: "A karboy of Ispahan wine." Under date 1800 occurs "6 corabahs of rose-water." Poe (1838) has "a carboy of excellent Cape Madeira wine." There is no quotation for its use in chemists' windows, nor any reference to such use, which is, to say the least, surprising. The public, however, do not recognise our show bottles as carboys, though Mr. Lynd, in the article I referred to the other day, does so.

### The Oxlip

is of more interest to the botanist than to the pharmacist, though at one time it shared with its cousins the cowslip and primrose the name *Herba parvula*, and had, like them, a considerable reputation as a remedy in several diseases. Our official books distinguished between *Herba parvula* and *Primula veris*, and attributed different virtues to them, the former name being given to the cowslip, of which only the flower was official, the latter to the primrose, of which the herb and root were used. Oxlips, which are usually believed to be a natural hybrid between the two (though Sir Joseph Hooker thought them a true species), are by our herbalists, Gerard and his contemporaries, regarded as more nearly akin, both in appearance and qualities, to the cowslip than to the primrose, but they are said by some modern gardeners to have been produced by them out of the primrose by cultivation. My interest in the subject has been revived by the gift of a basketful of the flowers from Cambridgeshire, but whether these are specimens of the true oxlip (*Primula elatior*) or of the hybrid that is confounded with it I cannot say. They are at any rate the oxlips of our old writers, though Shakespeare's epithet "bold" would hardly apply to them. Shelley is nearer the truth with his "faint oxlips," but perhaps Shakespeare meant nothing more than that they are bigger or earlier than cowslips.

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THE ATHLETE'S BEST FRIEND**

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LAMBETH, S.E. 11.

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ACID PHOSPHATE.

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Tinctures, Ointments, Pills, Tablets, Suppositories.  
Standardised and Clinically Tested Galenicals, &c.

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X-Ray and Electro-Medical Apparatus, Dressings, &c.

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Sparkling Phosferrale, Puritzer, Dry Ginger Ale, &c.

### SCIENTIFIC APPARATUS.

(Chemical, Physical and Photographic) Balances and Weights.

CHEMICALS FOR TECHNICAL AND ANALYTICAL PURPOSES.

# FRENCH AND ALL FOREIGN Proprietary MEDICINES

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49 HAYMARKET, LONDON, S.W.  
Export and other Buyers should apply for a List.

Foreign Prescriptions dispensed for Pharmacists.

## Editorial Articles.

### The Trend of Prices.

THE difficulties which chemists have experienced in the past few years in purchasing economically have been so great that keen buyers have been compelled to follow more closely than ever the variations in prices, which are announced each week in the Trade Report of THE CHEMIST AND DRUGGIST. For many years these prices have guided all sections of the drug-trade, and the information and advice we have been able to give are followed by purchasers all the world over. The war intensified a hundred-fold the difficulties of judging what and when to buy. Rapid rises and sudden falls in prices mean acquisition or loss of wealth to buyers, and emphasise the necessity of caution while the present uncertainty continues. The main result of falling prices is that purchasers hesitate to buy except from hand to mouth. A question we are frequently asked is, "When will prices reach normal?" To such inquiries we can only say that, if "normal" means pre-war prices, this will never be. This is because of the higher standard of living of workers, which is reflected in the enhanced wages now paid, while the vicious circle of high prices and high wages tends to maintain the high level. In the prices of drugs, the higher wages paid in wholesale houses are only one factor which has to be taken into account. Vegetable drugs grown in other countries have to be gathered by labour which is paid on a higher scale than in 1913, while the transport and other charges are very much higher. Crude drugs and chemicals pass through several hands before reaching the retailer. On this account we do not see any possibility of prices dropping to pre-war level. As a guide to buyers, however, it occurred to us that an index figure for drugs would be a useful feature, as it would show the trend of prices and would indicate to buyers the advisability of making small or large purchases to cover requirements for definite periods. It is obvious that, at the present stage of falling prices, one would not make unnecessarily large purchases, especially if the index figure shows that the particular article is still much above parity or that the price has been maintained at an exceptionally high level compared with pre-war values. We explain in the article printed elsewhere in this issue the method of compiling the list of drugs, chemicals, galenicals, and dressings given in the tables, and if we regard an index number of 150 as possibly the normal one in future, a study of the figures will indicate how far progress has been made in that direction. It is necessary to add that in some cases abnormal features are causing exceptional prices. The large quantities of chemicals, for example, which are being brought into this country from Germany have, owing to the difference in exchange, had the effect of bringing down prices, not only of imported articles, but of those of a similar character made here. It remains to be seen whether contemplated legislation regarding "key" industries will influence to any extent the index figure of such chemicals. In the course of time equilibrium will be reached, but for the present we propose to publish monthly a drug index figure, so that our readers can have a trustworthy and impartial guide as to the trend of prices.

### Agencies in South Africa.

THE case under the Profiteering Act, heard in Pretoria and reported in last week's issue (p. 68), is of considerable interest to exporters of proprietary articles and pharmacists in South Africa. It was established in evidence that the proprietors of a well-known tooth-paste allow the agent to sell in large quantities a profit of 27½ per cent., while the actual distributor or wholesaler, who carries the bulk of the expenses, gets only 18½ per cent., and the retailer, who is obliged to sell to the public at 21s. per dozen net, gets a gross profit of 33 per cent. Attention is also drawn to the fact that the price to the public is exactly 100 per cent. over the landed cost at Johannesburg, which was considered an excessive profit to make on a proprietary article. It appears that the Board of Control under the Profiteering Act have now stepped in, giving the agent a profit of 27 per cent. and the distributor of small quantities and the retailers a profit not exceeding 33½ per cent. between them. The position with regard to agencies in South Africa to-day, from the point of view of the distributor, requires adjusting, and, as many German firms are anxious to open up business in South Africa, it is just as well the actual conditions should be set, as it is asserted that German firms are prepared to open up agencies with wholesale chemists and druggists on much more generous terms than the British manufacturer. The following, for instance, is a letter sent to a Kimberley wholesale chemist and druggist from a German and drug firm in the Rhine Palatinate:

We should be much obliged to you if you would inform us whether you would be inclined to represent our firm in your town or for the district of your usual business, the extent of which we beg you to state.

Naturally we reserve for ourselves the right to form an opinion in respect to the range of your business in consideration of our obligations towards other firms; we also naturally reserve the right to take any steps which might prove to be necessary in the interest of a good organisation. According to the importance of the business done we should consider you either as local agent in the said town or district, or as general agent of our firm for several local districts; in this case you would have control over a local agent (or several sub-agents), to be named by us or generally to be chosen by you.

In the first instance, as far as local agency is concerned, we should grant you on the total annual account a provision of 5 per cent.

On the other hand, as general agent you would receive from us on the entire annual account of the local agent or agents a provision of 5 per cent. for control, etc. The latter ones of course will receive 10 per cent. Lastly, for written orders given us from customers belonging to your business connections we should give you a provision of 10 per cent.

We call your special attention to the fact that we are and, being ourselves makers of almost all the products of the chemical industry, to deliver to you all articles you may wish to receive, at a price which is without competition. We are even ready, in order to get into business under all circumstances by virtue of quality and price, to do the utmost—i.e. to grant a selling price which is 10 per cent. lower than the lowest quotation of our competitors. Naturally you will therefore convince yourself that a close and permanent business relation is desirable, and for this reason we will give you all necessary directions in due time.

For the present we wish to inform you that, as far as a general agency is concerned, we are willing to carry ourselves all the costs of propaganda as well as all the necessary general expenses (travelling and correspondence expenses) arising in the district of your sub-agent or agents.

Should you be willing, as it is our wish, to accept our offer, we should be obliged to you if you would give us a brief description of your local market, as well as of the general market of your district, at the same time stating your personal views about its general and special requirements (quality, kind of products, outside and inside packing, etc.), also, if you please, stating your views about the sale organisation.

P.S.—We are fully aware of the fact that the Legislature of certain countries at present prohibits the importation of goods of German origin. It will, however, be possible to meet this difficulty; we have made arrangements to the effect that goods for which we will receive your order are guaranteed to be of neutral origin (Holland, Switzerland, France).

The final paragraph is an example of the blatant manner in which the German overrides any legal disabilities merely brushing them contemptuously aside. In South Africa to-day there are a number of genuine wholesale chemists and druggists who have invested large sums in the country, and these, together with the large storekeepers, send travelling representatives throughout the Union. These firms are looked upon as the real distributors to the small storekeeper and the retail chemist and druggist who require only one or two dozen of a proprietary article to be enclosed for transport with his general orders. It is complained that the principle which a large number of British manufacturers adopt is to hand their agencies to a man with an office, who naturally requires a profit, although he has few expenses and only travels on the main trade routes, whereas the representatives of the wholesale chemists and druggists and storekeepers have the extra expense of working the ground far removed from the railways, and, accordingly, require a fair profit. The dentifrice case is an illustration of this—the agent who sells in quantity getting 27½ per cent., while the actual distributor, carrying the bulk of the expense, as already stated, gets only 18½ per cent. It is now suggested that British manufacturers of proprietaries would do well to place their agencies in the hands of wholesale chemists and druggists and appoint one or more to each province. The business would then be in the hands of chemists and druggists, and a fair profit could easily be arranged for the wholesaler and retailer, the public benefiting by the third party's profit being eliminated altogether. As the position is to-day, the Board of Control have refused to allow a third profit to be made, and the function of the Proprietary Articles Trade Association and the merchants, who fix the selling-price to the public, allowing profits to the agent, wholesale merchant, etc., is quite useless, as the grocer or other merchant can demand goods on the best terms, and retail as a side-line at a 10-per-cent. profit—a price at which the smaller chemist and druggist cannot buy under the present arrangements.

### Home Office Contumacity.

THE Home Office is still blind to the necessity of consulting experts when drawing up regulations dealing with the sale of poisons in this country. The Home Secretary has repeated in the House of Commons what he has been told by the self-satisfied officials at the Home Office, and doubtless believes that they understand the question and are capable advisers. A meeting of the signatories of the joint letter printed in our last issue was held in London this week, but we see little hope of a helpful result from such a composite body unless it be an agreement that an expert committee should be appointed to instruct the Home Office in drawing up workable Regulations. There is also a possibility that if the Government does not listen to the voice of reason and withdraw the Draft Regulations there will be a

discussion on the obduracy of the officials some evening before long on the motion for the adjournment of the House of Commons. It is hoped to be able to give chemists warning that this course is to be taken so that they can wire to their Parliamentary representatives asking them to support the motion when it is raised at question time. It is thought that the Parliamentary Medical Committee will be able to bring the matter to a successful conclusion. If this happens it may dawn on these Government servants that they would have shown better grace if they had given way before being forced. Delegates from the Pharmaceutical Society of Ireland, the Dublin Retail Drug Association, and the Chemists' and Druggists' Society of Ireland are in London this week endeavouring to unravel the tangle that has resulted from the disregard of the differences between the British and Irish pharmacy laws in the Draft Regulations. This is only one instance of the necessity of consulting experts from the various bodies that administer the poison laws of the United Kingdom.

#### "A Chemist in the Suburbs."

THE death of Sir Frederick Wedmore, the novelist and art critic, recalls the existence of a little-known short story of his that has for its hero a pharmacist in business. The pharmacist has not fared any too well, as a rule, at the hands of exponents of the art of fiction; but, in the case of "A Chemist in the Suburbs" (as the story in question is entitled), the treatment of an undistinguished

career is entirely sympathetic. The slender volume bears by way of colophon, the inscription "Penarth, February 1888—Buxton, August 1890," these two dates presumably marking the interval between the conception of the story by the author and its completion. The modicum of incident that it contains may be briefly outlined. Richard Pelse, a chemist who, at the opening of the story, has a business just off a fashionable thoroughfare in the West End of London, "was one of those poor men who are born cultivated: one of the cultivated who are born poor." At the age of thirty-five he, for the first time, allows himself a holiday on the Continent; and while at Aix-Bains he discovers, in a well-born girl of nineteen, "the lady of the dream of all his youth." Frankly he discloses to her the social difference between them; but they part on terms of whimsical friendship, as it seems to the girl of lifelong devotion, as the man regards it. He accepts his destiny; he immerses himself in the routine of his shop; he collects books and china. Another, and a full, interview takes place in his sitting-room; he decides to seek a new *milieu*. He removes to Islington, where he is years gone, he picks up a few cronies, collects a few rare curios, and dies with a last view of slate roofs and sash windows. It is superfluous to "place" this charming and individual study in temperament—laboriously to attribute its style to this or that master of a difficult art. By many deft touches and wise eliminations, it conveys a suggestion of *la vraie vérité* which even the most brilliant of short stories occasionally lack.

## Drug Index Number.

THERE are various "index" or ratio numbers in existence dealing with the prices of commodities, the device referred to being an endeavour to express by reference to a standard the increase or decrease in prices taken as a whole. The most familiar index-figure is that of the Ministry of Labour, which is employed to express deviations in the cost of living from month to month. This index has acquired special importance owing to the enormous increase in the cost of living occasioned by the war, the effects of which are felt in every country of the world. The Ministry of Labour index-figure has obtained additional significance from the fact that it is used in adjusting wages for a large proportion of the manual workers in this country. A "standard" family, with an average expenditure on rent, food, and other articles necessary for maintaining a certain standard, is taken in order to arrive at the pre-war figure, and this is compared with the present costs, always assuming that the same standard of living is maintained. The figure—"1" being the pre-war unit adopted as a standard—is open to many objections, the chief being that its basis is scarcely broad enough on which to build the structure which is now being erected upon it. Among other indices is that of the "Economist," which covers a large number of commodities and gives the average figure in 1914 as 2,692 and that in January 1921 as 5,617. The "Statist," on the other hand uses 85 as the average in 1914, and obtains an index-figure of 197.2 in January 1921. The one employed in the United States is "Bradstreet's," with an average of \$8.9 in 1914, against \$12.37 in 1921. "The Times" method is to give the cost of a certain turnover of commodities in 1913 as the complete standard year and use this as the unit of 100, then to compare present-day cost with the standard year. The advantage of this system is that we know exactly what we are comparing, and the index-figure is given for each item on the agreed 1913 consumption. It serves to show the trend of prices and helps us to visualise the progress made towards the desired goal of price stability. So far there has been no index devised to help drug buyers to form conclusions as to the approach of stability. We have published in the last few editions of *The Chemist and Druggist Diary* a list of actual prices quoted for first-hand buyers of a large number of drugs and chemicals, and we have reason to believe that these have been of great service to the drug-trade. This reception has induced us to endeavour to formulate an index-figure which retail

buyers could accept as a guide in purchasing drugs, chemicals, and dressings. For this purpose we have decided to base the prices upon those given in the cost-of-living Drug Tariff agreed upon for payments to chemists under the National Insurance Acts. It was necessary to draw up average quantities of articles which would be purchased for use in a medium-sized business. The figures were obtained from actual transactions in various businesses and may be taken as a fair basis for this index. It was necessary to begin with the prices in 1913, and here some difficulty was encountered owing to the fact that the Drug Tariff in that year was drawn up on a system which has since been abandoned. The cost-of-living tariff was not introduced until 1915. On this account it has not been found possible to make the list as complete as was desired, since many articles in the 1913 tariff are priced on a flat-rate basis and minimum rates were quoted in certain items. In cases, for example, where 0.5d. was the minimum charge for the quantity used the standard price could not be obtained. However, the list is fairly representative and shows, we believe, the trend of prices of the chief articles, which exercise a decided effect on the gross turnover.

#### DRUGS.

The figures here show in several articles the effect of deflated Continental exchanges. Potassium bromide, for example, has fallen 109 points, and it was fairly even in September. Phenacetin has dropped 216 points, phenazone 167, while aspirin is 109 points. Ext. ergotin shows a fall of 227 points in six months. Some synthetic chemicals appear to have approached an unstable figure on the wrong side—that is, they are too low to give confidence that the price is a fair one to the producer. Resorcin, though its February index-figure is 320, has nevertheless lost 400 points in six months. Mag. sulph. is perhaps the most interesting; it has remained stable for the whole six months—a somewhat remarkable fare. The fall of points is as follows: October (1920) 45; November, 21.4; December, 10; January (1921), 19.8 and February, 7.1; all these being based on the Insurance Tariff prices.

#### SURGICAL DRESSINGS.

Show a decided fall. Bandages have fallen 189 points since September. Gauze has not had such a steep fall, being only 153 points; lint, 163 points; boric lint 137 points; and cotton-wool, 138 points—the average for the whole during six months' trading being 156 points.

## Drugs, Chemicals, and Galenicals.

C=cost; I=index.

	1913	1921				1920						Sept.	
		Feb.		Jan. 21		Dec. 20		Nov. 20		Oct. 20			
		Qty.	C.	C.	I.								
Ac. acetyl sal.	...	2 lb.	88	176	200	208	225	224	251	224	251	272	309
Bismuth. carb.	...	3 lb.	308	630	204	630	204	666	216	666	216	666	702
Conf. sennae	...	4 lb.	64	144	225	144	225	144	225	168	260	168	279
Ext. casc. sag. liq.	...	6 lb.	88	232	264	232	264	232	261	232	264	243	276
,, cinch. liq.	...	1 lb.	54	164	311	135	250	135	250	135	250	138	255
,, ergot. liq.	...	2 lb.	198	428	216	535	268	541	273	676	341	876	443
Ferr. amm. cit.	...	3 lb.	57	204	340	204	340	240	421	240	421	276	484
Hexamina	...	4 oz.	15	48	320	56	373	76	506	84	560	104	493
nf. gent. co. conc.	...	12 lb.	204	336	164	336	164	372	182	372	182	384	188
sin. camph.	...	5 lb.	90	190	201	240	266	240	266	242	268	280	305
,, camph. amm. m.	...	8 lb.	144	292	202	304	211	304	211	304	211	420	291
,, sapo. meth.	...	10 lb.	120	245	204	245	204	245	204	280	233	310	259
,, terebinth.	...	6 lb.	108	150	139	171	158	150	139	180	166	231	214
Tag. carb. levis	...	2 lb.	27	28	128	28	128	28	128	28	128	32	145
,, sulph.	...	14 lb.	14	66	471	66	471	66	471	66	471	66	471
l. morrhuae	...	10 lb.	80	185	231	180	225	190	237	195	243	210	260
henacetin	...	4 oz.	18	64	355	76	422	80	444	84	466	92	511
henazonum	...	4 oz.	24	64	266	68	283	76	316	92	383	84	350
bitas. brom.	...	4 lb.	88	96	109	108	123	120	136	144	163	176	206
,, iod.	...	2 lb.	298	480	161	480	161	480	161	480	161	498	167
tin. salph.	...	4 oz.	80	224	280	224	280	236	295	236	295	256	320
isorein	...	1 oz.	5	17	320	18	360	22	440	24	480	26	529
di benz.	...	3 oz.	13	15	115	16	123	16	123	18	138	21	161
,, salicyl.	...	4 lb.	132	228	172	240	181	288	218	272	206	320	242
chlorof.	...	2 lb.	96	143	149	146	152	146	152	152	158	171	178
r. ferr. ph. co.	...	4 lb.	36	84	233	98	271	104	288	112	311	112	311
Eastonii	...	3 lb.	54	123	227	134	248	134	248	140	259	140	259
chlor. et morph. 85	...	2 lb.	80	115	143	124	172	129	161	129	161	129	166
g. ac. borici	...	7 lb.	77	196	254	196	254	196	254	196	254	210	272
zinci	...	4 lb.	88	120	136	140	146	140	146	140	146	148	165
<b>Index Number</b>	...	<b>100</b>		<b>231.3</b>		<b>238.4</b>		<b>258.2</b>		<b>268.2</b>		<b>289.6</b>	
													<b>334.6</b>

## Surgical Dressings.

	1913	1921				1920				Sept. 20			
		Feb. 21		Jan. 21		Dec. 20		Nov. 20		Oct. 20			
		Qty.	C.	C.	I.								
Bandages	...	144 yd.	1.44	316.8	220	345.6	240	403.2	280	432	300	432	300
ze	...	432 yd.	72	219.6	305	237.6	330	288.0	100	330	458	330	458
...	...	28 lb.	460	1190.0	239	1260	270	1680.0	365	1680	365	1764	383
boric	...	56 lb.	624	1668.0	267	1736	278	1960.0	314	2184	350	2352	377
Con wool	...	14 lb.	756	1680.0	222	1680	222	1848.0	244	2722	353	2722	353
<b>Index Number</b>	...	<b>100</b>		<b>252.6</b>		<b>268.8</b>		<b>320.6</b>		<b>365.2</b>		<b>374.2</b>	
													<b>406.6</b>

## Dangerous Drugs Act Regulations.

### Questions in Parliament.

In the House of Commons on February 24 Mr. Hanna asked the Minister of Health whether he has received numerous resolutions and letters of protest from associations of and individual chemists in the North of Ireland against certain parts of the Regulations under the Dangerous Drugs Acts; and, if so, what action he proposes to take in the matter.

Mr. Shortt, who replied, said a number of representations have been received from chemists and associations in the North of Ireland. As regards the action which is being taken in the matter, he referred the hon. member to the statement which was made in the House last week in reply to several questions on the subject (*C. & D.*, February 26, p. 90).

On the same date Mr. Clough asked the Home Secretary what was the result of the submission of the preliminary draft of the Regulations under the Dangerous Drugs Act by the Home Office, as stated by the Under-Secretary of State in the public Press on February 9, to the Pharmaceutical Society of Great Britain, the Pharmaceutical Society of Ireland, the General Medical Council, the Royal College of Physicians, and the Royal College of Surgeons; whether, prior to the publication of the Draft Regulations by the Home Office, any, and, if so, which, of those bodies had indicated their approval of the draft; and whether any, and, if so, which, had submitted objections.

Mr. Shortt replied: The result of the communication of the preliminary draft in November last to the bodies mentioned for their observations was as follows: The Royal College of Physicians and Royal College of Surgeons considered the draft satisfactory and offered no observations, except that the Royal College of Physicians thought the minimum limit in the case of cocaine (which is fixed by the Act and cannot be altered by Regulation) too high. The General Medical Council also approved the Regulations, but asked that the directors of research laboratories might be included among the classes of persons who are authorised by the Regulations themselves to be in possession of the drugs. The Pharmaceutical Society of Great Britain replied by a letter maintaining that the proposal in the Regulations to prohibit the sale of the drugs to the public except on a medical prescription was *ultra vires* of the Act, and proposing that before going on with the Regulations the Government should appoint a committee to consider the advisability of separating the functions of prescribing and dispensing. The reply of the Pharmaceutical Society of Ireland, which was not received till after the draft had been published, submitted objections on various points.

Lieut.-Colonel Guinness, on February 28, asked the Home Secretary whether the Draft Regulations under the Dangerous Drugs Act provide that no prescription given by a veterinary surgeon could be dispensed; and what provisions were made in the Regulations enabling farmers and stock-breeders to be in possession of the drugs for the purposes of administering them to their stock.

Mr. Shortt replied: The Draft Regulations provide generally for the issue of licences or authorisations in proper cases, and I propose to insert words in the Regulations expressly authorising the supply of the drugs for the purposes of the treatment of animals on the prescription of a veterinary surgeon. Further details as to the application of the Regulations to agriculture are under consideration in consultation with the representatives of the agricultural interests.

Mr. F. Thomson asked the Home Secretary whether he will refer the Draft Regulations under the Dangerous Drugs Act, 1920, to a committee of experts for consideration as a whole, so that the various suggestions for amendment from the professions concerned may be considered together before the Regulations are finally made.

Mr. Shortt replied: I do not consider that this would be a desirable course, for reasons which I have explained

in a letter to the bodies that have suggested it. I shall be happy to send the hon. member a copy of the letter.

### Home Office Concessions to Doctors.

We printed in the *C. & D.* (February 19, p. 50) a memorandum regarding the Dangerous Drugs Act Draft Regulations which was sent to the Home Secretary by the British Medical Association. The Home Office has now replied to the Association as follows:

1. That there is no reason why prescriptions should be either typewritten or printed.

2. That it is recognised that it will not be necessary to write the words "Not to be repeated" on a prescription containing one of the drugs.

3. That the Regulations were not intended to try to record of drugs administered personally or under direct supervision of a practitioner—that direct administration would not be held to be "supply" under the Regulations.

4. Suggestions are made for the simplification of record demanded, and it is proposed now that one instead of four shall be kept for the record so long as each of the four drugs is dealt with on separate pages, and in the record, in addition to the date, name and address of the patient, it should only be necessary to make a cross-reference to the prescription containing the drugs in the doctor's day-book.

5. That Regulation 8 does not apply to preparations the drugs which contain less than the percentages mentioned in Regulation 1, and that therefore the Association is in error in supposing that any package or bottle containing any preparation which contains one of the drugs, whatever proportion, was intended to be marked with name of the drug and the percentage thereof on the label. The Secretary of State is, moreover, prepared to do the suggestion that the name and quantity of the drug should be stated on the label of any medicine dispensed by doctor or by a chemist on a doctor's prescription.

6. It will not be necessary to keep records at each separate branch surgery or house of call. All that will be required will be a record wherever the doctor keeps a separate diary book.

7. There will be no difficulty about a doctor getting supply of drugs by a telephone message, and alterations will be made in the Regulations to make it quite clear that the delivery by a chemist to his own messenger or to a common carrier for the purpose of delivery at a doctor's house is not intended to be covered by the Regulation.

### A Further Refusal.

The following reply given in "The Times" has been sent by the Home Office to the signatories of the joint protest to which reference was made last week (p. 91):

After full consideration the Secretary of State is of the opinion that the appointment of such a Committee is not necessary, would cause much delay, and would not be likely to lead to any useful result. The interests concerned in the matters dealt with by the Regulations are diverse; and while the representative of any particular interest would be able to speak with regard to his case, he would not necessarily be able to judge on the application of the Regulations in other cases.

If it be true, as suggested in the joint letter, that the interests of the different bodies are more or less conflicting, the Secretary of State cannot agree that a solution of the difficulties caused by a conflict of interests (e.g., as between the pharmaceutical chemist and the medical profession in the question of dispensing) is likely to be found by a Joint Committee, nor could he allow the Regulations which he framed for the purpose of carrying out the objects of the International Opium Convention to be the subject of a gain in between conflicting interests.

It appears to him that the right course is for each of the bodies concerned to confer with the representatives of the Department, who are anxious to remove the misapprehensions which have arisen, and to agree to any modifications consistent with the public interest and our international obligations; and if any fear is entertained by some that concessions may be made to other interests which will be injurious to themselves, the Secretary of State will be willing to communicate to the bodies concerned the terms of the modifications he proposes to make in the International Opium Convention, and to give them an opportunity of submitting further representations.

### Medical Federation.

The Executive Council of the Federation of Medical and Allied Societies, to which the Pharmaceutical Society of Great Britain subscribes, met on February 15 and

considered the new Regulations drafted by the Secretary of State under Section 7 of the Dangerous Drugs Act, 1920. The Pharmaceutical Society of Great Britain pointed out that certain clauses of the Regulations affecting its members were unworkable, and that the time allowed for their consideration and the representation of views had been inadequate. Pending the receipt of the views of the constituent bodies in the Federation a letter had been sent by the Council to the Under-Secretary of State, on February 9, asking for an extension of the period provided for the representation of the views of interested bodies. The Under-Secretary replied that he would gladly receive representations from the Federation, and hoped they could be made at an early date. A letter was also received on this matter from Captain W. E. Elliot, M.P., Secretary of the Medical Committee of the House of Commons.

#### An Irish Protest.

The Chemists' and Druggists' Society of Ireland has issued the following statement regarding the Draft Regulations made by the Home Office under the Dangerous Drugs Act:

1. We are in favour of Regulations to prevent the misuse of drugs, we believe these Regulations are not well calculated to effect the purpose for which they are designed, and cannot possibly be enforced, even with the aid of numerous officials.
2. In prohibiting the sale by retail of laudanum, chloroform, Dover's powder, gall and opium ointment (all domestic medicines), they will cause great inconvenience to millions of people, who will not be able to get a few pence worth of necessary medicine without a doctor's prescription; and by stretch of imagination could gall and opium ointment and Dover's powder be used for "dope."
3. They make it impossible for the retail drug-trade either to sell or give away thousands of pounds' worth of drugs and proprietary medicines at present in stock.
4. In Ireland registered druggists, who have qualified for the sale of poisons under the Act of 1890, will find the business which they served four years to learn, and to pass an examination to qualify for, taken away from them. Under the Pharmacy Act they cannot compound prescriptions, the Irish Pharmacy Acts being quite different from those of Great Britain.)

The Regulation makes it an offence for a farmer to have opium or its preparations in his possession.

In an agricultural country like Ireland, laudanum and preparations of opium are largely used for cattle medicines. Farmers who are compelled in an emergency to treat their animals, and who could not obtain this medicine without obtaining a doctor's prescription, and then going to a chemist, causing great loss of time and possibly the loss of a valuable animal.

The worker who can now get a few pence worth of peppermint, aniseed, squills and chlorodyne and prepare his own cough mixtures will find this impossible, and, if he has not the fee to consult a doctor, will have to let the disease run its course, and possibly end in consumption. Medical benefit under the Insurance Act does not apply to Ireland, and the respectable worker will refuse to apply to the Poor Law for medical relief through the Union Dispensary.)

It will also require clerical assistants to dispensaries in dispensaries and hospitals, and cause further drafts on already over-burdened rates, without in any way curbing the illicit traffic in "dope."

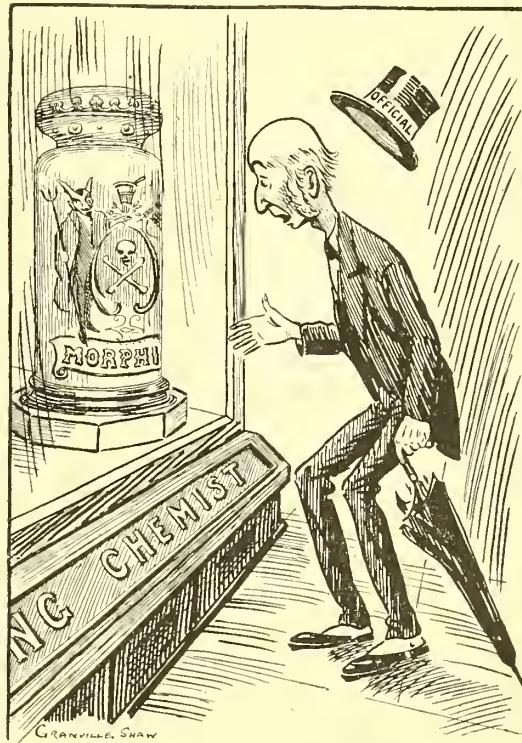
The Regulations go much further than required by the National Convention, which states at the end of article 10 that it shall not necessarily apply to retail sales made by authorised pharmacists."

We respectfully urge that the Home Office be asked to consider these Regulations, and consult with those who have some technical knowledge of the drug-trade and the conditions under which it is carried on.

#### Press Opinion.

The chief objections to the Regulations appear to be the enormous amount of clerical work involved upon a dispensing doctor in the keeping of the numerous books and records required by the Regulations. It is further held that the disclosure on the label of the name of the drug dispensed is likely to prove highly detrimental to the relations between physician and patient, and it is suggested that there could be no method more calculated to make the patient acquainted with the names and uses

of narcotic drugs. It appears that neither the Pharmaceutical Society nor the British Medical Association was consulted in the drawing-up of these highly technical Regulations. Such a procedure, although extremely improbable in ordinary business affairs, should perhaps not be considered extraordinary in a Government Department. Even the excuse that the Regulations were only in draft form and that it was fully anticipated that amendments would have to be made does not vindicate the action of the Government in introducing legislation that would so obviously be condemned by the persons most capable of estimating its effects.—"Chemical Trades Journal."



A PICTURE WITHOUT WORDS.

## Deed of Arrangement.

**Rymer, Henry William**, manufacturing chemists, Riverside Works, Hertford Road, Barking. Trustee, R. J. Blackadder, C.A., Norfolk House, Norfolk Street, Strand, London, W.C. Dated February 9; filed February 16. Liabilities, 11,481*l.*; estimated net assets, 9,448*l.* Assignment upon trust with a view of payment of a composition of 15*s.* in the pound. Among the creditors are: W. Bennison & Co., 393*l.*; F. W. Berk & Co., 229*l.*; A. Boake Roberts & Co., Ltd., 25*l.*; W. Cory & Sons, Ltd., 426*l.*; S. Fleming & Co., 1,102*l.*; Hartley Florey, 175*l.*; Gas Light and Coke Co., 161*l.*; Johnson & Sons, Ltd., 80*l.*; J. Macfarlan & Co., 138*l.*; Gerald McDonald & Co., 38*l.*; F. W. Powell, 96*l.*; Standard Ammonia Co., Ltd., 183*l.*; W. Waugh & Co., 407*l.*; Zimmermann & Co., 22*l.*; Self-opening Tin Box Co., Ltd., 89*l.*; Essex Chemical Co., Ltd., 250*l.*; W. Meadowcroft, 38*l.*; Kemball, Bishop & Co., Ltd., 500*l.*; J. C. Barr, Ltd., 93*l.*; G. C. Blackwell Sons & Co., Ltd., 10*l.*; H. Stevenson & Son, Ltd., 11*l.*; Typke & King, Ltd., 46*l.*; T. Herschel Jones & Co., 42*l.*

**TUNISIAN OLIVE OIL.**—H.M. Consul-General at Tunis reports that the local authorities have given a general sanction for the exportation of 2,250 metric tons of olive oil to foreign countries, including Great Britain.

## Associations' Winter Session.

**Belfast.**—A meeting of the Committee of the Chemists' and Druggists' Society of Ireland was held on February 21, the President (Mr. Fred Storey) in the chair. There were also present: Messrs. J. Long, J. Moffett, J. Frackleton, W. Martin, S. Gibson, J.P., J. D. Carse, G. Johnson, S. Suffern, E. J. McRoberts, J. Guthrie, J. Macauley, W. Gordon, with W. J. Rankin and W. E. Wilson (hon. secretary *pro tem.*). Drafts of the annual report and financial statement were approved. A discussion took place on the Dangerous Drug Regulations, and a deputation was appointed to wait on the Home Secretary if necessary. A resolution of sympathy with the widow of Dr. McWalter was passed. Four new members were elected.

**Birmingham.**—At a meeting of the Birmingham Pharmaceutical Association, held recently, Dr. J. Stanley White gave a lecture on *The Ductless Glands*. Mr. J. W. Atkinson (President) occupied the chair. Dr. White, whose lecture was illustrated with lantern slides, gave a description of the thyroid, para-thyroid, thymus, supra-renal, pituitary, and pineal glands, describing the inter-connection which exists in their functions, the manner in which the hormones secreted by them enter the circulation, the part they take in regulating the normal functions and growth of the organism, and the defects that arise when they are deficient or excessive in development, the manner in which they are employed therapeutically, and the methods of standardisation of the products prepared from them.—At a meeting of the Pharmaceutical Committee, held on February 21, it was reported that the Insurance Committee had decided that from April 1, 1921, 1-inch bandages, unless otherwise specified, are to be supplied in 4-yard white open wove. The Insurance Committee have reported two additions to the panel of chemists. The Committee have agreed to the transfer of the balance of funds from the Local Associations Executive to the Retail Pharmacists' Union, and have contracted with the latter body for the checking of prescriptions for the current year.

**Bournemouth.**—The annual meeting of the Bournemouth Pharmaceutical Association was held on February 18, Mr. H. J. Martin in the chair. The following officers were elected for the 1921 session: *President*, Mr. C. A. Coles; *Treasurer*, Mr. T. L. Harding; *Hon. Secretary*, Mr. A. J. Worth; *Assistant Hon. Secretary*, Mr. A. F. Attwell; *Committee*, Messrs. Lodder, Buchan, Sharland, and Dick. Mr. Coles then took the chair, and a vote of thanks was accorded Mr. H. J. Martin for his past services as President. It was decided to hold a whist-drive on April 13.

**Bradford.**—The annual meeting of the Bradford Pharmacists' Association was held on February 24, under the presidency of Mr. F. E. Burdett. It was reported that the recent ladies' evening and social, which was socially a success, had resulted in a deficit of 8s. 3d. The annual report, submitted by the hon. secretary (Mr. A. T. Bailes), showed that the membership had increased to seventy-five. The *locum* scheme, for the provision of help to members while on holiday, which had proved a great success during the war-time period of labour shortage, had been discontinued owing to the easing of the labour market. An Employers' Section had been formed, to act for Bradford in matters appertaining to labour conditions in the craft. Members were recommended strongly to join the Retail Pharmacists' Union. The balance-sheet, presented by the hon. treasurer (Mr. W. I. Jolly), showed that the year commenced with a balance in hand of 51s. 13s. 2d. and closed with a balance of 52s. 6s. 11d., of which 38s. 15s. was war savings certificates, at cost price. The report and accounts were adopted. The following officers were elected for 1921: *President*, Mr. L. B. Sutcliffe; *Vice-Presidents*, Messrs. F. W. Appleyard and J. A. White; *Treasurer*, Mr. H. R. Carson; *Hon. Secretary*, Mr. A. T. Bailes; *Hon. Assistant Secretary*, Mr. N. Lander; additions to the Council, Messrs. F. E. Burdett, A. R. Cross, W. I. Jolly, and A. Smith. A vote

of thanks was given Mr. Burdett for his past service. Votes of thanks were accorded also to the other retiring and re-elected officers, including Mr. W. I. Jolly, who retired from the treasurership after ten years' service. It was decided that the membership subscription for 1921 should be 12s. 6d. The Association is now entitled by its membership strength to twelve representatives at meetings of the Bradford Chamber of Trade, the entire Council was appointed.

**Coventry.**—The Coventry Association of Pharmacists have asked their members immediately to write to the Home Secretary protesting against the Dangerous Drugs Act.

**Dublin.**—The Dublin and Provincial Retail Drug Association held a Committee meeting on February 5, Mr. A. Owen Wells (President) in the chair. The following were also present: Messrs. R. Mellon, G. A. McLean Lee, D. M. Watson, W. F. Ellis, John Smith, R. W. George Brown, Dr. J. A. Walsh, Dr. J. A. Mitchell, Thomas W. Robinson, H. G. Pring, S. Suffern, J. Culbert, and Mr. J. Kidney (secretary). Correspondence from the following was received and dealt with: the Ulster Retail Drug Trade Association; Mr. F. G. Yeo, Newbridge; Mr. J. Tyrie Turner, Carrick-on-Suir; Mr. William Dunphy, Bantby; Johnson Bros., Dublin; and the Dublin Wholesale Druggists' Association. A deputation from the Ulster Retail Drug Trade Association, consisting of Messrs. H. G. Pring, S. Suffern, and J. Culbert (hon. secretary) was received by the Committee, when the question of co-operation in the future issue of price-lists and price-changes was discussed.—A Committee meeting was also held on February 23, Mr. A. Owen Wells (President) in the chair, at which the following were also present: Messrs. B. R. Allshire, G. A. McLean Lee, A. H. Oliphant, D. M. Watson, W. F. Ellis, R. E. Campbell, and Victor E. Hanna. Correspondence from the following was received and dealt with: Mothersills Remedy Co., London; C. E. Fulford, Ltd., Leeds; the Thames Valley Pharmacists' Association; and the North Irish Pharmacists' Association.

**Eastbourne.**—The Eastbourne Pharmacists' Association held a meeting recently, Mr. H. C. Braine (President) in the chair, at which it was agreed to send a resolution to the Home Office protesting against the Draft Regulations of the Dangerous Drugs Act.

**Edinburgh.**—The Edinburgh Chemists' Assistants and Apprentices' Association held a meeting in the Pharmaceutical Society's House, 36 York Place, Edinburgh, recently. Mr. H. W. Blair (President) in the chair. Mr. J. Tait gave a lecture on *Some Interesting New Perfume Specimens*. These had relation to the history, sores and constitution of perfumes, the latter part dealing especially with artificial or synthetic perfumes. This was illustrated by a very complete series of specimens of the natural perfumes and also the artificial or synthetic perfumes and the various synthetic substances used in the production of artificial perfumes, lent by Wright, Layman & Umney, Ltd., London. On the motion of Mr. Stoddart, a cordial vote of thanks was awarded to Mr. Tait and also to Messrs. Wright, Layman & Umney. In connection with a letter from the Executive of the North British Pharmaceutical Society relating to the Dangerous Drugs Act Draft Regulations, Mr. J. Tait, assistant resident secretary, explained the position, and resolutions were passed supporting the view of the Council of the Pharmaceutical Society of Great Britain that the Draft Regulations should be withdrawn and the matter reconsidered by the Home Office in consultation with representatives of the Pharmaceutical Society and of medical practitioners, dentists, veterinary surgeons, and other parties affected, with a view to the reconstruction of adequate Regulations that could be carried out. It was further agreed that copies of the resolutions be forwarded to the Home Secretary, the Parliamentary for Scotland, and the local members of Parliament, Edinburgh, Leith, and Midlothian.

**Glasgow.**—A meeting of the Glasgow Branch of the Scottish Pharmaceutical Federation was held recently. Mr. D. G. Mackenzie (President) occupying the chair. Mr. Sydney Jamieson (the Wm. Browning Co. Ltd.)

delivered an interesting and instructive lecture entitled *Petroleum from the Wells to the Pharmacy*. Thereafter the President gave an account of the Federation's campaign against the Draft Regulations under the Dangerous Drugs Act, 1920.

**Harrogate.**—The Harrogate Pharmaceutical Association held a meeting recently, when the secretary delivered an interesting lecture on *Old English Music*, illustrated by glees, songs, and pianoforte selections. He had the valuable assistance of Miss Appleton, Mr. Body, and Mr. Cook. He dealt with the history of music in England, from its earliest days up to the time of Queen Victoria, and each period was illustrated by some musical item. The President, Mr. Illingworth, voiced the thanks of the members to Mr. Harper.

**Bradfield.**—A meeting under the auspices of the Bradfield Chemists' Association was held recently, the President of the Association (Mr. Broadbent) in the chair. Mr. S. Jamieson, of The Wm. Browning Co., London, gave an instructive and interesting lecture on *Petroleum*. He told of the primitive methods of the American Indians of obtaining the oil, and suggested that it was perhaps a mistake to remove the sulphur compounds from it. Continuing, he spoke of the earlier scientific methods, notably those of Col. Drake, and of failing to sell the oil for medicinal use he promoted its use as an illuminant. Pittsburg in 1855 was the first to be lit by its means. Its use as a medicine dated 1913. He then spoke of present-day methods of ring of wells and pumping, and of refinement by cauion following the removal of impurities. The lecturer made use of lantern-slides to illustrate his descriptions, Mr. E. Cockroft and one of his students being in charge of the lantern.

**Hull.**—At a recent meeting of the Hull Pharmacists' Association Dr. J. S. White gave a lantern lecture on *the Ductless Glands*. Several medical men were present.

**Leeds.**—A meeting of the Leeds Chemists' Association, held recently under the chairmanship of Mr. H. Leghan (President), was devoted to the lantern lecture by Mr. S. Jamieson, London, on *Petroleum; from the Well to the Pharmacy*. The attendance included a number of students and assistants. Mr. Jamieson dealt with all phases of the production, distribution, and utilisation, in the chemist's business, of the various qualities of petroleum oil, and answered a number of questions.

**Leicester.**—The Leicester and Leicestershire Pharmaceutical Association held the first of a series of business discussions on February 16. The President (Mr. W. J. L.) was in the chair, and called upon Messrs. Barker and Clark to give their paper introducing the discussion *Shop Organization*. In considering a pharmacy in a centre, such items as location and quantity of stock, fitting of small patents, special arrangement of patents stands and shelves, were each systematised as a means of time-saving. One or two special hints regarding the operation of service to customers were illustrated by examples. Short-cut methods in booking, and departmentalising of pharmacy were also discussed. Messrs. Young, H. E. Clark, A. Hodgson, and others contributed further useful hints.

**London.**—A meeting of the Executive Committee of London County Pharmaceutical Association was held on February 15, Mr. A. J. Wing (President) in the chair. Arising out of the secretary's report, the Committee was informed that several chemists had refused to supply certain drugs, under the impression that the Dangerous Drugs Act Regulations were now in force. The Committee expressed regret that such misapprehension should exist, and the secretary was then requested to write to the secretary of each district Association, stating that the Draft Regulations are not yet in force, that the legitimate sale and dispensing of poisons by chemists should be carried on as usual. The Trade Committee's report dealt with several proprietary medicines. After some discussion it was agreed that a communication should be sent to each of the manufacturers concerned. Reference was also made to the recent Court decision regarding the written warranty for

B.P. and B.P.C. preparations. The secretary was requested to communicate with the Retail Pharmacists' Union on this matter. The report of the Pharmaceutical Insurance Sub-Committee was adopted.

**Nottingham.**—A meeting of the Nottingham Pharmaceutical Association was held recently, the President (Mr. Godson) in the chair, when the Dangerous Drugs Act Regulations were considered, and, as a result, a letter of protest was signed by all present. A short paper was then read by Mr. S. H. Plattin, F.S.M.C., F.I.O., on *First-Aid to the Eye*. After explaining the different parts of the organ, he dealt with probable injuries and the best methods by which first-aid could be rendered. The practical character of the paper appealed to the members, and many questions were put, which, with Mr. Plattin's replies, gave rise to an interesting discussion. Mr. Watkinson followed with a thoughtful address on *The Psychology of the Customer*, a subject of which most of those present had had many years of practical experience without suspecting its metaphysical basis. It was both interesting and amusing to hear the subject treated from a new point of view. References were made by the President and by Mr. Beilby to the great loss sustained by the Association in the death of Mr. Frank Burrows. It was decided to invite the Pharmaceutical Conference to visit Nottingham next year.

**Perth.**—The Perthshire Pharmacists' Association held a meeting on February 16, Mr. J. B. McDonald presiding. After an enjoyable tea Mr. G. Shiach Kitchin (Glasgow) gave an address on *The Checking Bureau*. He outlined the inception of the Health Insurance Act, and spoke of the unsatisfactory method then obtaining as regards pricing of the scripts, compared with the present skilful handling and accurate pricing. Mr. Kitchin paid a high tribute to Mr. Gilmour, the superintendent, and his staff. Mr. McVitae (Glasgow) gave an address on *The Scottish Pharmaceutical Federation*. After discussion it was decided to postpone formation of a branch till a further meeting was held in relation to the existing Association and a Federation branch. The Dangerous Drugs Act Regulations were criticised.

**Stafford.**—A meeting of the Staffordshire Pharmacists' Association was held on February 17, the President (Mr. J. H. Whitehead) in the chair. The secretary (C. H. Trotter) reported that protests had been made against the Draft Regulations under the Dangerous Drugs Act. A memorandum of protest had been signed by Stafford, Walsall, and Wolverhampton pharmacists and sent to the Home Secretary by the Vice-President (Mr. W. F. Fowke). The secretary of the Walsall Association wrote to emphasise the insecure tenure and constantly rising rents of business premises. He suggested as a remedy the fixing of rents by Government or an impartial tribunal. Mr. J. F. Wood thought that discussion of the letter should be left to the local branch of the Retail Pharmacists' Union about to be formed, and the meeting adopted this course. Mr. D. Jackson (Wednesbury) made an appeal on behalf of the Benevolent Fund. Mr. W. R. Dunn supported the appeal. The President suggested that £1. 5s. be sent from the Association as a donation to the Benevolent Fund, and the formation of a local branch of the R.P.U. was referred to the next meeting.—On February 17 Dr. J. S. White gave his lecture on *Biological Products* before a joint meeting of the Association and the Staffordshire branch of the British Medical Association.

**Stoke-on-Trent.**—At a meeting of the North Staffordshire Chemists' Association held on February 17. Mr. J. W. Deakin (chairman of the Retail Pharmacists' Union) gave an address on *The Retail Pharmacists' Union*. Mr. Deakin in his opening remarks spoke on the Dangerous Drugs Act Draft Regulations, which he described as unworkable, and the Regulations, as they stood, would have to be withdrawn. Several objectionable features of the Proprietary Medicines Bill have been combated. The Bill had been shelved, and no chemist would take the trouble to revive it. Touching on the Retail Pharmacists' Union, he said this is an age of combination. It was not so at the time when the

Pharmaceutical Society was founded. It could not utilise its funds for the benefit of the employers only. What was needed to make the Union a success was unity of aim, purpose, and effort. Branches of the Union could be established where there were twenty-five members. In France, Germany, and Austria pharmacy was one of the learned professions. The Pharmaceutical Society was out to improve the professional status of the pharmacist, and the Retail Pharmacists' Union to look after his business interests. Replying to questions, Mr. Deakin said that the Union would make arrangements for fixing retail prices and negotiating wages. In cases of partners the voting would be one shop one vote. Mr. Butterworth (Biddulph) and Mr. Moorhouse (Longton) were elected members of the North Staffs Chemists' Association, and those who had not done so promised to join the R.P.U.

**Walthamstow.**—A meeting of the Walthamstow Pharmaceutical Association was held on February 16, the President (Mr. A. M. Brown) in the chair, when an instructive address on *Income-tax Matters* was given by Mr. H. J. Bennett, A.L.A.A. The speaker advised chemists to take stock once a year and to keep books, not on an elaborate system, but a just statement of account, when there would be no need to fear any trouble with the income-tax assessors.

**Wolverhampton.**—The annual meeting of the Wolverhampton Chemists' Association was held on February 16, the President (Mr. C. M. Warner) in the chair. The annual report was read by the secretary, and the statement of accounts presented by the treasurer. As the latter showed a small debit balance, it was decided to increase the subscription to 7s. 6d. per annum. The resignation of Mr. J. H. Coleman from the hon. secretaryship, which he has held during the lifetime of the Association, was reluctantly accepted, and the appreciation of members was voiced in speeches by the President, Mr. F. J. Gibson, Mr. Hagyard, and others. The election of officers resulted as follows: President, Mr. J. H. Coleman; Vice-President, Mr. R. J. T. Hagyard; Secretary and Treasurer, Mr. S. Phillips; Committee: Messrs. Bowdler, Dunn, Gibson, M. R. Warner and C. M. Warner. The sum of 3l. 3s. was voted to the Benevolent Fund, and votes of thanks were passed to the retiring officers, to the Committee, and to the auditor (Mr. H. E. Cullwick).

**Women Pharmacists.**—The annual meeting of the Manchester and Liverpool Group of the National Association of Women Pharmacists was held in Manchester recently. The treasurer reported a balance in hand, after expenses and subscriptions of 2l. 2s. each to the Benevolent Fund and Harrison Memorial Fund have been paid. The secretary's statement showed an increase in membership of ten, making a total of thirty-two. The following officers were elected: President, Miss Gardiner (Liverpool); Hon. Secretary and Hon. Employment Secretary, Miss Williams (Liverpool). The office of treasurer is not yet filled.

#### North-Eastern Federation.

The North-Eastern Federation of Chemists' Associations met in the Davy Hall, Davygate, York, on February 10, Mr. F. Pilkington Sargeant presiding, when a long discussion took place on the question of the future position of the Federation in view of the formation of the Retail Pharmacists' Union. Ultimately it was resolved to carry on the Federation until the Pharmaceutical Society had come to a decision on the question of organisation, and the Retail Pharmacists' Union had completed its organisation also, after which another meeting of the Federation will be called further to discuss the position.

#### North Wales Federation.

A meeting of the North Wales Federation of Pharmaceutical Associations was held on February 23, at the Queen's Hotel, Rhyl, under the chairmanship of Mr. J. B. Francis. Letters from various proprietors of patent medicines, in reply to the application sent them, were, most of them, satisfactory. The areas for Associations were con-

sidered. It was resolved that the secretaries of Associations be asked to provide lists of members, an location, with any suggestions for regrouping of town with a view to strengthening the Federation, if such could improve the workability of the Associations, irrespective of the territorial Insurance divisions. The treasurer reported a balance in hand of 7l. 4s. 11d. Swans, and West Glamorgan Association sent a request re-demanding 25 per cent. on all proprietaries. Further consideration was deferred until the Proprietary Articles Trade Association sent some indication *re* the incidence of the stamp-duty tax. The secretary, Mr. J. E. Jones, was sent in his resignation owing to his removal to Oswestry, received the thanks of the Federation for his past services. The following were elected as officers: President, Mr. J. B. Francis (Wrexham); Secretary, Mr. A. E. Sinn (Rhyl); Treasurer, Mr. Adamson (Colwyn Bay). Mr. John Keall, London, then addressed the meeting on the Dangerous Drugs Act and the Retail Pharmacists' Union.

#### Metropolitan Federation of Local Associations.

A mass meeting of proprietor pharmacists in the area of the Metropolitan Federation was held on February 24. The President of the Federation (Mr. E. T. Neathercoat) occupied the chair. Mr. Neathercoat, in his opening remarks, indicated that Mr. Mallinson had been invited to discuss with them the Dangerous Drugs Act Draft Regulations and the Retail Pharmacists' Union, and briefly indicated the action taken by the Pharmaceutical Society with regard to the Draft Regulations. He strongly urged members to support both the Retail Pharmacists' Union and the Pharmaceutical Society. Mr. Mallinson explained the clause of the Draft Regulations, in the course of which he showed the absurdity of certain clauses, and the impossibility of carrying out some of the provisions. He indicated the course of events between the Home Office and the various professional trade bodies concerned. He then read a letter, signed by the secretary of each of these bodies, which had been forwarded to the Home Secretary on February 22. In this letter the Secretary of State is asked to appoint a committee of experts to go thoroughly into the Regulations. Mr. Mallinson said that it might yet be necessary for the Union and the Society to take Parliamentary action in order to secure satisfactory Regulations. He thought the Pharmaceutical Society had been very unselfish in their attitude towards the Union. Mr. Mallinson then gave a summary of the events since the result of the test case. When the decision of the test case was known, something had to be done immediately. He stated that the Local Associations Executive could not allow anyone else to step in and form the Union; if they had not been first with a scheme they would have failed in the duty as accredited representatives. Mr. Mallinson explained the constitution and rules. After examining the inclusive subscription to the Union, he maintained that the Insurance cover of the Chemists' Defence Association was the best that could be obtained at the moment for chemists. The Union had the widest powers possible, and he did not think there was much wrong with the rules. The Union was a business organisation for retail chemists, and members naturally would have the power to alter the rules immediately, if they thought fit. A discussion followed. Mr. Mallinson, in replying to questions, said that branches would be established in every area where groups of members desired a branch. Replying to a question on the local organisation of the Society, Mr. Neathercoat said that the Council had not yet decided what modifications were necessary, but he hoped that a scheme would be sent out to the various Associations at an early date. A resolution was then passed protesting against the unsatisfactory nature of the Draft Regulations of the Dangerous Drugs Act, and calling upon the Home Secretary to set up an expert committee to draft Regulations to meet the requirements of the various interests affected. The resolution will be forwarded to the Secretary of State. A resolution in support of the R.P.U. was passed.

## Trade Report.

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling and the like. Qualities of chemicals, drugs, oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

### 42 Cannon Street, E.C. 4, March 3.

REPORTS as to business conditions vary somewhat this week, but on the whole there is no improvement, and none is expected until the German reparation problem is satisfactorily disposed of, and a resumption of business with the Continent takes place on more normal lines. There is a continued lack of confidence and uneasiness in Mincing Lane circles, and for the fortunate few who possess the cash there is plenty of opportunity of securing bargains in drugs and other produce from holders in distress. The banks have for some time forced the pace in this direction, but at the moment it is impossible to liquidate certain stocks at almost any price. There has been further trouble in the produce trade this week, but doubtless matters will be "arranged." Price-fluctuations in drugs are practically all downwards. Cod-liver oil is again lower on a good yield of fine quality. Cape and Curaçao aloes are offering at cheaper rates. Ergot, gum acacia, squill, insect flowers, and orris are also cheaper. Vanilla was easier at auction. English castor oil has advanced 5s. per ton during the past fortnight; the price was unduly low, and the receipts of seed have been too small. Fenugreek and canary seed are firmer. Albumen and other egg products are easier. Shellac is lower. Sugar was decontrolled this week, and all restrictions and regulation as to importation, distribution dealings, prices, etc., have been removed.

Higher	Firmer	Lower
Castor oil	Amidol	Petitgrain oil
Santonin	Cadmium	Phenacetin
	Canary seed	Phenazone
	Cloves (c.i.f.)	Phenol-
	Fenugreek seed	phthalain
Easier		Caffeine and salts
Acetic acid	Glauber's salt	Pilocarpine
Albumen	Insect flowers	Potash
Alum	Lead acetate	carbonate
Amidopyrin	Lime oil	Potash sulpho
Benzoinic acid	(distilled)	guaiacolate
Bleaching powder	Menol	Red and white lead
Citric acid	Naphthaline	Sal prunella
Citronella oil (Cey.)	Pepper	Saltpeake
Egg products	Soda caustic	Saltpetro
Epsom salt	Soda hyposalph.	Shellac
Ergot	Soda nitrate	Jalap resin
Farina	Soda prussiate	Leptandrin
Formaldehyde	Soda sulphuric	Litharge
	Milk sugar	Sulphonate
	Morphine salts	Terpin hydrate
	Naphtha, solvent	Turpentine
		Vanillin
		Wintergreen oil (c.i.f.)
		Zinc products

### Cablegrams.

NEW YORK, March 1.—Business is fair. Bismuth preparations have been reduced. Subgallate is now \$2.10 and subnitrate \$2.00 per lb. Opium is lower at \$7.00 per lb. in single cases, duty paid. Peppermint oil has been reduced to \$4.00 and senega to 70s. per lb. Buchu is lower at \$1.50 for short, and stramonium leaves are cheaper at 26c. per lb.

BERGEN, March 2.—The total catch of cod since the opening of the season now amounts to 6,900,000. against 4,300,000 at the same period of last year, and the yield of steam-refined medicinal cod-liver oil is 12,571 hectolitres, against 7,340 hectolitres at the corresponding date of 1920. Market is lower, medicinal oil offering at 130s., and finest new Lofoten at 135s. per barrel c.i.f.

AGAR-AGAR is quiet, the spot value of No. 1 being 2s. 3d. and No. 2 2s. 1d. per lb.

ALOES is still declining. Cape of good hard quality

can be had at 55s. per cwt., and for Curaçao in cases from 85s. to 100s. per cwt. is quoted, as to quality.

AMERICAN DRUGS.—The following are a few current quotations on the spot unless otherwise indicated: *Lobelia Herb*, 4s. 6d. to 4s. 9d. per lb.; *Culvers Root*, from about 1s. 3d. to 1s. 6d. per lb., according to quantity. *Senega* has shown a slightly increased demand, and this has had the effect of hardening the price by encouraging weak holders; spot is quoted 4s. 3d. to 4s. 6d. Stocks are plentiful. *Podophyllum* (mandrake) is quoted at about 120s. c.i.f.

ANTIMONY remains dull. English regulus stands as before at 40s. to 42s. per ton for small lots, and foreign is obtainable at about 25s. c.i.f. Crude is slow at prices ranging from 19s. to 20s. per ton, according to position.

BISMUTH.—Last week's substantial reduction in the metal to 7s. 6d. per lb. is attributed to a lighter demand and the effect of the fall in other products. Bolivian producers have also doubtless felt the quietly increasing competition from other sources, including the Far East. Operations in China have been developed on a more important scale.

BUCHU.—In spite of the low prices quoted for new crop spot values are from 14s. to 15s. per lb., owing to the scarcity.

CADMUM.—As suggested last week, the market is firmer, there being no sellers under 6s. per lb., while dealers quote 6s. 3d., and even more. German offers are more restricted.

CAMPHOR (REFINED).—Japanese 2½-lb. slabs are quiet, with spot sellers at 4s. 3d. per lb., and March-April shipment at 3s. 9d. c.i.f.

CASSIA FISTULA.—Small sales are being made from second-hands at about 62s. 6d. per cwt.

CASTOR OIL.—British makers have advanced the price by 5s. per ton within the past fortnight, and their rates now stand as follow: Pharmaceutical, 52s. per ton; first pressing, 47s.; second pressing, 42s.; in barrels (included), ex mills, Hull. The previous price was considered unduly low, and the arrivals of seed from India appear to have been extremely small of late.

CINCHONA.—At the auction of pharmaceutical bark held at Amsterdam on February 23, 1,092 packages Jaya offered, weighing 60,748 kilos, and containing the equivalent of 1,917 kilos. quinine sulphate. Of this quantity, 14 bales and 24 cases, weighing 1,990 kilos, and containing the equivalent of 40 kilos. quinine, sold at from 67½c. to 140½c. per half-kilo. At the London auction on March 15, 1,393 bales of Calisaya will be offered.

COCA LEAVES.—Further particulars of the Amsterdam coca auction held last week show that from 41½c. to 50½c. per half-kilo. was paid for the 170 bales, or 8,465 kilos., disposed of.

COCOA BUTTER.—Prime English is offered at 1s. 7d. per lb. ex works, in lots of not less than 1 ton.

COD-LIVER OIL.—An extraordinary abundant catch of cod and yield of oil characterises the Lofoten fishing, and prices are daily becoming more favourable. Agents quote from 120s. to 135s. per barrel c.i.f. according to brand for new oil, but it is thought bottom figures have not yet been reached.

EGG PRODUCTS dull. Chinese liquid hen-yolk is quoted at 82s. 6d. per cwt. for prime; and for April-June shipment 60s. per cwt. c.i.f. is wanted. Dried yolk is 5d. per lb. on the spot, sprayed whole egg 1s., and native dried whole is 6d. per lb. spot. Prime Chinese hen albumen is the turn easier at 3s. 1d. per lb. on the spot. For April-June shipment sellers quote 2s. 6d. per lb. c.i.f.

ERGOT is still declining, the spot value of Spanish being about 4s. per lb. Large stocks in the hands of weak American holders have depressed the market.

FARINA is easier, Japanese No. 1 offering at 24s. per cwt. on the spot, and March-May shipment at 20s. c.i.f. Dutch is quoted 21s. spot for fine quality, and March-May shipment has been sold at 18s. c.i.f. Sweet-potato flour is 23s. per cwt. on the spot.

GALLS.—Chinese are steady on the spot, plum-shaped offering at 105s. and ordinary at 100s. Persian blue offer at 90s. on the spot, and slightly less for quantity.

GUM ACACIA is cheaper, usual Sudan sorts offering at 50s. and cleaned at 52s. 6d. per cwt.

**INSECT FLOWERS** are easier than our previous quotation, Dalmatian offering at from 300s. to 310s. per cwt. c.i.f. Japanese offer at from about 260s. to 280s. c.i.f. for prompt shipment; several parcels are on the way.

**KOLA**.—Small sales of good African quarters are reported in Liverpool at 4d. per lb.

**MAGNESIUM**.—The demand for metal having fallen off considerably, the tendency is distinctly easier, with sellers at 4s. per lb., while c.i.f. offers from occupied German territories are being made at appreciably less. Magnesite is quoted 25s. 6d. to 26s. per ton.

**MENTHOL** is easier, with spot sellers of Kobayashi-Suzuki at 24s. 6d. per lb., and March-April shipment at 19s. c.i.f.

**MERCURY** remains quiet, but in a sound position, while the stocks awaiting disposal seem very light. Imports, of course, have remained small, and are thus only sufficient to satisfy trade needs. The leading importers are understood to be quoting 12l. 10s. per bottle for Spanish, while current quotations vary from 12l. 5s. to 12l. 15s. Demands from the Far East are insignificant, although a few parcels have been booked lately for Australia. A Continental report states that the Idria mines are now owned by the Banca Commerciale Italiana.

**NUX VOMICA**.—Some good-sized quantities have arrived of late, the bulk of which are for delivery against c.i.f. contracts. It is reported that several important contracts for forward shipment have not been fulfilled, sales having apparently been made by "outside" firms, who found it impossible to cover and hence trouble has arisen. The nominal spot value of Calcutta is about 50s.

**OILS (FIXED)**.—Linseed shows little change; spot (London) closing at 32l. naked, and Hull at 29l. Cocoanut is inactive, Ceylon on the spot offering at 60l. per ton and shipment at 57l. Cochin is 60l. for shipment and 72l. on the spot. Soya is quiet, Oriental for prompt shipment in cases offering at 32l. and barrels at 34l. 10s. per ton c.i.f. English crude is 32l. 10s. naked on the spot. Ground-nut is dull, Oriental in barrels offering at 40l. for shipment. Crude English crushed is 40l. naked, and deodorised in barrels 58l. ex mill. Hankow Wood oil is unaltered at 55l. per ton spot, and c.i.f. is 56s. Rape is nominal at 49l. for crude and 57l. net for refined, naked, ex mill. Cotton is steady at 32l. for Egyptian crude, 40s., naked, for common edible, and 49l. for deodorised in barrels—all net, ex mill. Olive is quoted at from 11s. to 12s. per gallon for French edible.

**OLIBANUM** is dull of sale, good pale drop offering at 120s. per cwt., middling at 90s., garblings at from 55s. to 75s., and siftings at 70s. per cwt.

**OPIUM** remains without business from 17s. to 18s. per lb., being spot quotations for good Turkey druggists'.

**ORRIS** is rather lower than since we last quoted, good Florentine sorts offering at 52s. c.i.f. and Verona at 36s. c.i.f.

**PLATINUM**.—The production in Columbia is said to have made fair progress. Consumers apparently hold very little stock, and there is a steady demand for virgin platinum at the current quotation of 16l. per oz.

**HELLAC**.—The spot price of usual standard TN Orange quality has declined about 10s. per cwt., closing at 280s. per cwt.; fine lemon is now 375s., fine second orange 300s. to 320s., pure button RLI 330s., and AC 320s. per cwt. The sales for delivery includes May 170s. to 190s. to 175s.

**SQUILL** shows signs of further weakness at primary sources, with first quality offering at 28s. and seconds at 22s. per cwt. c.i.f. London. Spot supplies are fairly plentiful, good offering at 30s. to 35s. and brown and yellow at 22s. 6d.

**STRAMONIUM**.—We notice the arrival of 116 bales from the new Italian port of Trieste.

**TERPINEOL** on the spot is quoted at from 3s. 3d. down to 2s. 3d. for round lots.

**TURPENTINE** is 5s. per cwt. lower, the official price of America being 55s. for spot and to April delivery.

**VANILLA**.—At auction on Monday 680 tins, mostly Seychelles and Madagascar, offered, of which only about 100 tins sold at easier prices. Of Seychelles, 398 tins offered and 60 sold, comprising good firsts, 5 to 8½ in.,

8s. to 9s. 6d.; 3 to 5 in., 7s. 3d.; fair, 5 to 7½ in., 6s. 9d. to 8s.; 4 to 5 in., 6s. 6d.; splits, 6s. to 6s. 3d.; a common dry, 5s. Of 314 tins Madagascar offered, 33 so comprising firsts, 6½ to 8 in., 10s. to 12s.; 4 to 5½ in., 7s. splits, 7s. to 8s.; foxed, 6s. to 6s. 6d. per lb.

**WAX, BEES'**.—Genuine pure Italian can be had at per cwt. c.i.f. London.

**WAX, VEGETABLE**.—Japanese is quiet, with spot sell. at 95s. per cwt., and to arrive at 80s. c.i.f. Carnauba 120s. for fatty grey and 115s. for chalky.

### Seeds and Spices.

**ANISE** keeps steady at 82s. 6d. per cwt. for Russian a 76s. for Spanish, with some inquiry.

**CANARY SEED** is steadier at 65s. per quarter for ordinary quality and 92s. 6d. for good.

**CASSIA LIGNEA** is inactive, with spot sellers of who selected at 30s. per cwt. and broken at 22s. 6d.

**CLOVES** are easier on the spot, fair Zanzibar offering 9½d. to 10d. per lb., but shipment is firmer, March-April offering at 9d. c.i.f.

**CUMIN SEED** is firm at 19s. to 20s. per cwt. for ordinary to fair Morocco.

**DILL SEED** is quoted at 22s. to 23s. per cwt.

**FENNEL SEED** continues scarce, but the quotation is changed at 37s. 6d. per cwt.

**fenugreen** SEED is rather dearer with more demand fair quantity has been sold at 9s. 6d. per cwt.

**GINGER** is dull. Good sound Cochin quality is scar the bulk of the offerings being more or less worn which is offered at 35s. for washed rough; new crop 40s. c.i.f.; Japan is 37s. 6d.; and African in Liverpool 35s. Common to good common Jamaica is 100s. to 110s. and medium to good 120s. to 130s. per cwt.

**MACE**.—At auction 41 cases West Indian offered a 26 cases sold, comprising fair at 11d. to 1s.; fair to good, partly country damaged, 11d. to 1s. 1d.; ordinary 7d.; to 9d.; and broken, 6d. per lb.

**NUTMEGS**.—At auction 228 packages West Indian offered and about half sold at and after the sale, comprising 78s. 10½d. to 11d.; 86s. 7d.; 138s. to 120s. 5½d. to 6½d. slightly defective 84s. 6d.; broken and defective, 7d. to 3½d. per lb. Privately, 80s. are quoted at 1s. 2d. 65s. 1s. 4d.; and 110s. 9d. per lb.

**PEPPER**.—Demand is strictly limited to current requirements, and prices are slightly easier, Singapore bl. offering at 3½d. per lb. on the spot. To arrive, February-April and March-May shipments have been sold at 4c.i.f. Fair Tellicherry is quoted on the spot at 4½d., Lpong at 4½d., and Aleppy at 4½d. White Muntok is offered at 8½d. For February-April and March-May shipm 8½d. c.i.f. has been paid, being unchanged. White Sir pore has sellers at 7½d. on the spot. To arrive, March-May shipment, the value is 7½d. c.i.f.

**PIMENTO** is quiet, with spot sellers at 27d. per lb.

### Essential Oils.

**THERE** are fewer changes in prices to record this week, but this may be due to the limited demand for practically all essential oils. Consumers cannot be tempted into buying more than to cover immediate requirements, and when their stocks of certain articles seem to be low the decreased demand for manufactured goods is reducing output. A further fall in the price of silver has occurred, but with the exception of star anise oil, which is cheaper, East Asian oils are unchanged from the previous nominal quotation. Geranium oils are cheaper and Paraguayan petitgrain has been further reduced. Distilled lime oil is cheaper without any demand. Valerian oil shows a decline, and the c.i.f. price of wintergreen (sweet birch oil) is lower.

**ALMOND**.—English distillers quote 40s. per lb., but foreign article is obtainable at 30s. spot.

**ANISE, STAR**, is cheaper, with spot sellers at 2s. 6d. and March-April shipment at 2s. 1d. to 2s. 2d. c.i.f.

**BAY**.—West Indian distilled is quoted at from 19s. to 23s.

**BERGAMOT** is very quiet. For 37 to 38 l.a. on the spot from 22s. 6d. to 24s. per lb. is quoted. To come forward is unchanged at from 21s. to 22s. c.i.f.

**CEDARWOOD** is unchanged at 3s. 9d. per lb. for spot

CINNAMON LEAF.—Ceylon is quiet and nominal at 5½d. per oz. for spot.

CITRONELLA is slightly easier at from 1s. 5d. to 1s. 4½d. per lb. in drum lots. Java is also cheaper at 3s. 3d.

CLOVE.—Distillers' price is unchanged at from 7s. to 3d. per lb. for spot.

GERANIUM.—Bourbon has shown a decline for forward delivery, with buyers reported at 16s. 6d. per lb. c.i.f., d this, it is stated, caused a reaction to 17s. 6d. c.i.f., which is about the present quotation. Spot holders still quote from 23s. to 25s. for good quality. Algerian is at at from 35s. to 37s. per lb., and forward at 25s. f.

GINGERGRASS is nominal at 14s. per lb. for spot in pots. LEMON.—Quotations are still very irregular, but there is a weaker tendency on spot, and good-quality oils are obtainable at about 3s. 6d. per lb. To come forward is changed at from 3s. to 3s. 10d. c.i.f. according to copper. We refer on p. 77 to the formation of a Cooperative Society in Messina to deal in lemon oil.

LIME.—Hand-pressed is quiet on the spot. American lime has recently cleared spot stocks, but a further hand is anticipated, and 18s. appears to be the inside quotation, 19s. being mentioned in some directions. Tilled is quiet and on the easy side at 3s. 3d. to 3s. 6d. f.

LINT is quiet, with spot sellers of Kobayashi-Suzuki 4s. 4½d. per lb., and March-April shipment at 4s. 3d. f.

ORANGE.—Sicilian oil is very dull, and on the spot sellers are still quoting from 13s. to 14s. To come forward figures vary from 10s. 9d. to 12s. 6d. c.i.f. West Indian on the spot is obtainable at from 12s. 6d. to 14s. per lb. according to seller and quantity. Forward quotations are firm at from 12s. 6d. to 13s. c.i.f.

ALMAROSA.—Nominal spot quotation is unchanged at per lb. for pots.

PEPPERMINT.—The spot value of good so-called "Wayne County" oil is from 24s. to 25s. per lb., but is not too plentiful. The forward quotation of 20s. per lb. c.i.f. applied to one brand only, and is not general at the moment, quotations being up to 25s. c.i.f. Our New York cable gives \$4.00 (slightly over 20s.) as the latest price.

STITGRAIN is very weak and on the easy side at 17s. per lb. for Paraguayan.

VALERIAN is easier at 18s. per lb. for spot.

INTERGREEN (SWEET BIRCH OIL).—Spot quotations are in the neighbourhood of 33s. To come forward is per at 26s. 3d. c.i.f.

ORMSEED.—Spot sellers make the value at from 30s. per lb. It is stated that some of the oils are not to U.S.P. requirements and that good-gravity oil is scarce.

CALYPTUS OIL DEPUTATION.—"The Chemist and Druggist of Australasia" on January 6, commenting on the proposed eucalyptus oil pool (*C. & D.*, February 12, p. 77), quotes the statement of the manager of one of the oldest established firms specialising in the marketing of this product.

He states that :

... scheme which guaranteed the distillers the high price have recently been getting would result in the production of such a glut of the product that a loss would be inevitable. This price has induced a much greater number to set up distilling plants in the country and take the production of eucalyptus than the consumption really warrants. The result has been over-production; prices have fallen as the larger merchants found their stocks accumulating. From past experience he has found it difficult to get distillers to any contract entered into by his firm to increase their output. As soon as a competing firm came into the market with the offer of a higher price they would not hesitate to break any existing contracts. This has made it difficult and almost impossible for the merchant to undertake contracts for future delivery, and he has to limit his options to sales from stock the cost of which he is sure the distiller has practically adopted the same conduct towards the merchant as the union of employees which up the employer for higher wages. He has discontinued any agreement, and made no bones about demanding higher prices than those at which he has contracted to

sell his product, which represents practically wages for his labour. The merchant has had to find the capital to hold the stock, which has become a very uncertain security for the capital invested in it by reason of the fact that the distiller would not adhere to his contract. Under a pool with a guaranteed price to the distiller stocks would accumulate, and could not fail to bring about such a depression in price that the industry would come to a standstill.

#### Pharmaceutical Chemicals.

THIS section has shown further signs of weakness all round, and, although holders are continually cutting prices, only very small sales are taking place, the complaint being general in regard to the size of order placed. Among the products which have declined are amidopyrin, benzoic acid, codeine and salts, hexamine, methyl sulphonate, milk sugar, morphine salts, paraldehyde, phenacetin, phenazone, phenolphthalein, potash sulphoguaiaconate, sulphonate, terpin hydrate, and vanillin. Santonin is 63s. 6d. per lb. higher.

ACETANILIDE is inclined to weaken, and is freely offering with only very small business at about 2s. per lb.

AMIDOL is slightly dearer at 11s. 6d. per lb. for foreign make.

AMIDOPYRIN is again a little lower, and now offering at about 21s. per lb. The market is still dull and weak.

ASPIRIN is selling at slightly under 2s. 6d. per lb. from second hands.

BARBITONE remains quiet and weak; current quotations round about 15s. to 15s. 6d. per lb.

BENZALDEHYDE, .03, is offering at about 4s. 6d. per lb., but there is very little inquiry; price is easy.

BENZOIC ACID is easier, spot offering at about 2s. 4d. per lb. and to arrive at 2s. 2d. c.i.f.

BENZONAPHTHOL seems fairly steady and unchanged at 9s. to 9s. 6d. per lb.

BORIC ACID.—Makers reduced their prices by 5s. per ton on March 1, the spot prices for commercial crystals now being 69s. per ton and 71s. for powdered; 73s. for extra fine. B.P. crystals are 79s., powdered 83s., and extra fine 85s.

BROMIDES.—There is said to be a stiffening attitude on the part of German makers, and second hands in consequence are not so ready to sacrifice their holdings. *Potassium* crystals or granular of B.P. quality can be had at 9½d. per lb. on the spot from agents for German make, and to arrive in ton lots 8½d. is quoted from Hamburg. *Sodium* of B.P. quality from the makers is offered at 11½d. per lb., zinc-lined cases included, and for *Ammonium* of finest quality 1s. is quoted from makers. As previously reported, a considerable quantity of inferior quality is on the market.

CALCIUM LACTATE is quoted unchanged at about 2s. 9d. per lb., but there is not much movement, and prices are easy.

CHLORAL HYDRATE is not moving, and values are nominal at about 3s. 6d. per lb. in bond.

CITRIC ACID, B.P., still offering freely at about 2s. 1d. to 2s. 2d. per lb., less 5 per cent., but there is not much movement.

COCAINE.—Hydrochloride meets with a steady consumptive demand at 13s. per oz.

CODEINE.—English makers have reduced the price of pure crystals by 1s. per oz. to 20s. per oz., and hydrochloride, sulphate, and phosphate to 16s. per oz. on contract.

CREAM OF TARTAR shows no further change, spot sellers of B.P. quality offering at 135s. per cwt., less 2½ per cent.

CREOSOTE, B.P., remains quiet, with values easy at about 4s. 6d. to 4s. 9d. per lb.

CREOSOTE CARBONATE is quiet, and values are maintained at about 17s. 6d. to 18s. per lb., and appear fairly steady.

GUAIACOL CARBONATE is not in demand, and values are inclined to ease off slightly; now offering at about 15s. per lb.

HEXAMINE is again cheaper; now freely offering at about 6s. to 6s. 3d. per lb., and 5s. 6d. c.i.f. to arrive; the market is very unsteady, and prices are easy.

HYDROQUINONE is dull, with values unchanged at about 5s. per lb.

JALAP RESIN.—Makers quote the lower price of 29s. and 30s. per lb. for powder.

LEPTANDRIN.—Makers have reduced their list price to 12s. 6d. per lb.

METHYL SALICYLATE is a weak and dull market; offering about 2s. 9d. to 3s. per lb., some lots slightly cheaper.

METHYL SULPHONAL on a very weak market has declined to as low as 15s. to 15s. 6d. per lb. in one direction, others asking 18s. to 19s.

MILK SUGAR is lower, importers offering at from 162s. 6d. to 167s. 6d. per cwt., according to quantity, for finest Dutch powdered.

MORPHINE SALTS have undergone a reduction varying from 9d. to 1s. 6d. per oz., current quotations from makers being as follows : Hydrochloride, 13s. 9d., crystals, 14s.; acetate, 17s. 2d.; bromide, 17s. 2d.; diacetyl, 26s.; diacetyl hydrochlor., 25s.; ethyl hydrochlor., 26s.; meconate, 17s. 2d.; sulphate, 13s. 9d.; crystals, 14s.; and tartrate, 17s. 2d., all per oz. net.

PARAFORMALDEHYDE is still quoted round about 4s. per lb., but the market is not steady; business is very quiet.

PARALDEHYDE is weak and unsteady, and is now down to about 2s. to 2s. 3d. per lb., with but small movement.

PHENACETIN is again lower, and is now offering at 8s. to 8s. 6d. per lb.; the market remains quiet and unsettled.

PHENAZONE is now offering at a further reduced figure of 8s. 6d. per lb., but there is not much business on the market.

PHENOLPHTHALEIN is inclined to weaken; now offering at about 5s. per lb. on a quiet market.

PIPERAZINE is unchanged, and is nominally at 4s. 9d. per oz.

POTASSIUM PERMANGANATE is still offering at varying figures, imported material guaranteed B.P. quality freely offering as low as 1s. 9d. per lb., with fair business being done.

POTASSIUM SULPHOGUAIACOLATE is not in demand; prices have fallen to as low as 9s. per lb., but no movement has been effected.

QUININE HYDROCHLORIDE is in slightly better demand at about 4s. per oz. for small lots.

RESORCIN is nominal, with prices unchanged at 9s. to 9s. 6d. per lb.; no business recorded.

SACCHARIN meets with a steady demand for consumption. British make, 550 pure, from first hands, is quoted at from 17s. 6d. per lb. down to 16s. in bond, according to quantity.

SALICYLIC ACID, B.P., is now down to about 1s. to 1s. 2d. per lb., but the demand is far from good. Large stocks offer, and the market is unsteady.

SALOL is nominally at 3s. 9d. per lb., with no movement.

SANTONIN.—The distributing agents for the makers have advanced the price by 7s. (140s.) per kilo., equivalent to 63s. 6d. per lb., current quotations being as follows : Lots of 50 kilos., 52s. per kilo. (=472s. per lb.); 25 kilos., 54s. per kilo. (=490s. per lb.); 10 kilos., 56s. per kilo. (=508s. per lb.); and 5 kilos., 57s. per kilo. (=517s. per lb.).

SILVER NITRATE.—The price of crystals on March 2 was based on a metal price of 31½d. per oz. as follows : In quantities of 25 oz., 2s. 0½d. per oz.; 50 oz., 2s. 0½d. per oz.; 100 oz., 1s. 11½d. per oz.; 250 oz. 1s. 11½d. per oz.; 500 oz., 1s. 10½d. per oz. The imports of silver nitrate into the United Kingdom from Germany for the quarter ended December 31, 1920, amounted to 29,475 lb. (52,876l.), against 13,934 lb. (26,999l.) for the quarter ended September 30, 1920.

SODIUM BENZOATE continues quiet and easy at about 2s. 2d. per lb.

SODIUM DIETHYLBARBITURATE is being maintained with difficulty at about 24s. to 25s. per lb. on a dull market.

SODIUM SALICYLATE is still quiet, and prices are easy at about 2s. 4d. per lb. for B.P. powder.

SULPHONAL is again lower this week, and is now offering at about 18s. to 19s. per lb., but the demand is only small.

TANNIC ACID.—B.P. *Leviss* is weak, with values easy at about 5s. to 5s. 3d. per lb. Buyers should obtain slightly cheaper rates.

TARTARIC ACID.—Makers last week reduced their prices

by 2d. per lb., and rather more business has been done. Second hands quote from 1s. 8d. to 1s. 9d. per lb., less 5 per cent.

TERPIN HYDRATE is inclined to ease off slightly to about 3s. 9d. to 4s. per lb. on a dull market.

VANILLIN is offered at the cheaper rate of 36s. per lb., at which sales have been made, with some asking 37s. 6d. to 38s.

### Heavy Chemicals.

March 2.

THE market generally continues extremely quiet, and business seems to be poorer than ever. Holders have reduced their prices far below the cost of production, but buyers, if there are any, still keep out of the market. In many instances the prices quoted are purely nominal, there being no record of business movement, and it is quite possible, in fact very probable, that parcels could be obtained much below prices named below. Holders to-day are willing to consider any reasonable offer for business.

ACETIC ACID seems to be lifeless, and some holders cannot obtain bids of any kind; quotations are as follows : 80 per cent. pure is about 52s. to 53s., 80 per cent. technical about 46s., and glacial at about 57s., which are lower than last week.

ALUM is still offering and has been slightly reduced to about 18s. per ton for lumps in casks, but there is no demand; Continental stuff is obtainable at even cheaper rates.

AMMONIUM SULPHATE.—Current prices for home trade are : March-May delivery, 24s. 11s. per ton, less 3 per cent. to merchants. Export prices are : Colonies, 24s.; May-December, 18s. 15s.; and other countries, 24s. near delivery and 20s. for May-December—all f.o.b.

ARSENIC.—The demand is still at a low ebb, and, with sales very difficult, the tendency keeps easy. White Cornish powdered can be easily got at 50s. per ton delivered from works, although other sellers are wanting a little more, but secure no business.

BARYTES is still nominal at about 6s. up to 10s., according to quality; no movement.

BLEACHING POWDER is moving only very slowly, and is now obtainable at about 21s. per ton for 35 to 37 per cent. material.

BORAX.—On March 1 the makers reduced their price of borax by 4s. per ton, and now quote crystals or granulated, commercial quality at 34s. per ton, powdered 35s., extra fine 36s. B.P. quality, crystals or granulated 38s., powdered 39s., extra fine powder 40s. per ton. *Borax glass*, lump, packed in free tin-lined 1-cwt. cases 94s., powdered 95s. Preservative XXX. 99s., packed in free 2-cwt. bags. See also *Boric Acid*.

CARBOLIC ACID.—Makers' price for 39° to 40° C. ice-crystals in large bulk packing is 7s. 6d. per lb.; demand is quiet.

COPPER SULPHATE.—At the recent further concessions by important makers, whose terms range from 32s. to 33s. per ton f.o.b. Liverpool for casks, less 5 per cent., there is a moderate demand, and, in view of the somewhat improved export outlook, home production is apparently being increased. As from February 15, 50 per cent. of the monthly output of sulphate of copper in Germany will be released for export.

EPSOM SALT is cheaper and commercial quality now freely offering at 7s. per ton, but there is not much demand; values are easy.

FORMALDEHYDE is now offering from limited stocks at from about 118s. to 120s. per ton, but is not in much demand and the market is not firm.

GLAUBER'S SALT is inclined to ease off a little; the demand is practically nil and prices are nominal at about 6s. per ton.

LEAD ACETATE is showing up slightly cheaper this week on a very dull market; brown broken about 53s. per ton and white crystals at about 56s.

LEAD PRODUCTS.—There has been continuous cutting of prices in most directions, while a very sharp slump took place in pig lead to a comparatively low figure—namely 16s. 10s. for near delivery—showing a depreciation of close on 37s. per ton from the grossly inflated figure paid last year at the peak of the boom. The after-effects of this

lation, which was also experienced in white-lead and oxides, have not been entirely obliterated, the demand for such articles being still slow, in spite of the further reductions made late last week. These amounted to 25s. to 20s. per white-lead and 30s. per ton for lead oxides. Export and home-trade prices of the latter range thus, according to quantity: Red-lead and litharge, 37s. 10s. to 40s.; guine English orange lead, A quality, 47s. 10s. to 50s.; AA quality, 49s. 10s. to 52s., less 2½ per cent. discount, delivered free to consumers. Home-trade prices for dry white-lead vary from 52s. to 58s. 10s., and for ready-made white-lead paint from 59s. to 66s. 10s. per ton, less 5 per cent. discount, delivered to consumers.

TIME ACETATE is steadier after last week's decline, and is still quoted on a very quiet market at 22s. for grey 8 per cent. and 32s. for 92 per cent. material.

THIOPONE is showing signs of more interest, and buyers should shortly be coming on the market; prices seem fairly steady at 30s. for 30 per cent. Continental red seal, at 37s. for green seal.

XALIC ACID is offering freely at last week's reduced price, but there is very little demand at 10d. to 11d. per lb.

OTASH CAUSTIC remains neglected and values are nominal at about 50s. per ton for 88 to 92 per cent. material.

KOTASSIUM BICHROMATE remains almost nominal at 11d. per lb.; makers' price remains at 1s. 1d. per lb.

KOTASSIUM CARBONATE, 90 to 92 per cent., is now offered by makers at 45s. per ton; spot price is nominal; no movement.

KOTASSIUM CHLORATE is still offering at 6d. to 7d. per lb., but there is a very small demand; makers' price remains at 6d. per lb.

KOTASSIUM PERMANGANATE.—Commercial quality is still offered by makers at 2s. 3d. per lb.; spot parcels are offering at much lower figures, some as low as 1s. 6d. per lb.

PRUNELLA.—On March 1 English makers reduced the prices by 2s. per cwt., quoting large prunella balls 5s. per cwt., medium 11s., small 13s., pea size, unpeeled, 16s., picked ditto, 21s., prunella cubes, 23s.; in cwt. casks 1s. per cwt. less. Prunella cakes 20s., powdered 22s. 6d., purified nitre needle crystals 30s. per cwt. on the price of crystals. The above prices are for 1-cwt. lots and upwards; discount 10 per cent. cash in seven days.

STAKE has fallen off in demand altogether with good supplies still offering, quotations have now dropped to as low as 8s. per ton in bags and 7s. in bulk f.o.b., but there appears to be no movement even at these figures; market is extremely weak.

SALTRE.—English refiners reduced their prices for best London refined Bengal saltpetre on March 1 by 2s. per vt., quoting lots of 5 cwt. and upwards as follows: Crystals or granulated in 1-cwt. bags, 58s. 6d. per cwt.; 2-cwt. bags, 57s. 6d.; powdered, in 1-cwt. bags, 60s. 6d.; 2½-cwt. casks, 59s. 6d.; less 10 per cent. discount, delivery free on rails or buyers' warehouse in London only. The minimum resale prices, subject to the usual allowances, are: Crystals, 1-cwt. bags, 58s.; 2-cwt. bags, 57s.; granulated 1-cwt. bags, 58s.; 2-cwt. bags, 57s.; powdered, 1-cwt. bags, 60s.; and 2½-cwt. casks, 59s.; 6d. per cwt. for 1-cwt. and upwards, and 6d. per cwt. for net cash in seven days.

SOD. ASH (58 per cent. light alkali) spot parcels are offering at from 9s. per ton f.o.b., but there is no demand; makers' prices for home trade only about 8s. 10s. per ton.

SOD. CRYSTALS are unchanged by makers at 7s. per ton in bags carriage paid; spot parcels are offering at about 8s. per ton; there is no demand.

SOD. BICARBONATE continues to be offered on spot at about 10s. 10s. per ton for refined material in bags, with very small demand. Mineral water is offering freely at about 10s. per ton; market is quiet.

SOD. BICHROMATE is still quoted by makers at 10d. per lb.; spot lots are now offering at 7½d. to 8d. per lb., but very small business has been done. American material is offering at competitive prices c.i.f. Continental imports.

SODIUM CAUSTIC on spot is now offering with only the smallest of business at about 21s. per ton f.o.b.; makers' prices unchanged at 24s. 10s. per ton for 70 per cent. material. American 76 per cent. is offering for prompt shipment at about same price c.i.f. Continent.

SODIUM HYPOSULPHITE has fallen away, and there is practically no demand. Pea crystals in kegs are now offering freely at 25s. per ton, and commercial quality at about 20s. in bags or casks; prices are almost nominal.

SODIUM NITRATE is lifeless with the prices weakened to about 21s. 10s. per ton for spot parcels; makers' price is still at 22s. per ton.

SODIUM PRUSSIATE has been reduced for spot lots to 9d. per lb. with no demand; makers' price maintained at about 8½d. per lb.

SODIUM SULPHIDE is not in demand, and prices may be taken as nominal at 29s. for 60 to 62 per cent. solid material; makers' price for 60 to 66 per cent. concentrated is maintained at 30s. per ton; no movement recorded.

SODIUM SULPHITE is still nominally at 34s. per ton for anhydrous material.

TIN CRYSTALS are unchanged by makers at 1s. 7d. per lb.; demand is almost nil.

COAL-TAR PRODUCTS, ETC.—The market continues extremely quiet; this week holders have made further cuts in their prices but business has not resulted, and the tone is still weak and unsteady generally. Aniline oil and salts are unchanged at 1s. 8d. and 1s. 9d. per lb. respectively. Betanaphthol keeps quite steady at 2s. 3d. per lb., and further falls in value are unlikely. Benzol remains quoted with only small sales at 3s. 4d. for pure and 2s. 10d. for 90%; market unsteady and values easy. Solvent naphtha has declined on a dull market to 2s. 6d. for 90 to 160 and 2s. 9d. for 90 to 190 per gallon. Burning oil is unchanged, but is a quiet market; crude No. 2, 1s. 7d.; No. 3, 1s. 8d. per gallon. Creosote oil is down again this week, now offering at 1s. 1d. per gallon with but little sale; values still unsteady. Cresylic acid is cheaper on a quiet market; crude 2s. 6d. per gallon and 97 to 99 per cent. at 3s. 3d. per gallon; only small business being done. Naphthaline in all grades is a weak market, and prices are showing up weaker; very few sales are being made; current prices are: Crude, 8s. to 10s.; powder, 38s.; flakes, 30s.; crystals, 29s.; and balls, 50s. per ton, packages free. Pitch is nominally at 8s. 10s. per ton.

#### Co-operation in the Lemon Oil Industry.

THE Messina "Camera Agrumaria" has taken the initiative in creating among the dealers interested in the citrus products industry, and in particular in oil of lemon, a co-operative society with the object of placing the market on a more solid basis. The intention is to endeavour to avoid the many fluctuations in prices which are so harmful to everybody concerned, including purchasers abroad. The producers, who have found themselves face to face with a severe crisis, have for some time past requested the Italian Government to create a State monopoly for lemon oil, similar to that for citrate of lime. This request, doubtless harmful to free commerce, has been refused by the Government, who, however, have encouraged the constitution of the above-mentioned co-operative society, promising all its moral and economical aid. On February 13, at a numerous meeting of producers of lemon oil, the rules of the society were fully discussed, and the concern is now definitely constituted with the adhesion of proprietors, exporters, and brokers of this oil. On the day following a large meeting of exporters took place on the premises of the Camera Agrumaria, where, after lengthy discussion, they expressed their best wishes for the welfare of the Co-operative Society, and have, by a large majority, promised all the help they can give. The following firms were represented: W. Sanderson & Sons, Fratelli de Pasquale & Co., La Zagara, Ferd. Baller & Co., Gallo & Co., M. de Pasquale, E. de Pasquale, Giov. Restuccia & Co., Bongiovanni, Falkenburg & Marangolo, G. Abbate & Figli, Ernesto Pizzi & Co. Considering the interests in common of lemon-oil dealers, there are great hopes that the Society will be successful and well supported. The news of its constitution is sure to be favourably received by dealers abroad, who will at least reap from it the certainty that the money invested in the purchase of lemon oil will not be exposed to the frequent oscillations in prices which have up to now characterised the market.



### The Apothecaries' Assistant's Claim.

SIR.—It is not often one has to correct your facile contributor "Xrayser II.," but I should like to point out that it was not "Barister-at-Law," but Mr. H. C. Richards, who raised the point about the apothecaries' assistants' claim. Mr. Richards only states half the truth when he says that an "apothecary's assistant is statutorily qualified as a dispenser of medicines." He is nothing of the sort. He is statutorily qualified to assist an apothecary in compounding medicines. He has no personal status, and cannot legally do anything except "assist an apothecary." Now apothecaries *qua* apothecaries no longer exist, and have been replaced by "dispensing doctors." The apothecary's assistant is qualified to dispense for these persons, but that is all. It would be a nice point of law whether he could dispense at all in the absence of his master. Mr. Richards tries to make out a case to suit his Association from the fact that the Pharmacy Acts only refer to poisons. He overlooks the fact that Acts such as the Medical, Dentists, and Pharmacy Acts are passed by the Legislature for the benefit of the public, and not for the benefit of the professions or trades concerned. Neither the public nor Parliament care a jot who sells non-poisonous drugs, so long as the Sale of Food and Drugs Acts are complied with and the articles are of the nature, substance, and quality demanded. Mr. Richards attaches some importance to the term "medicine," and I would like to refer him to the "Sale of Food and Drugs Act," by Sir William J. Bell, LL.D. He will find that in the 1875 Act, Section 3, "the term drug shall include medicine for internal and external use," and Sir William Bell says that the only difficulty that is likely to arise under this definition is with regard to those substances which have a commercial as well as a medicinal use. In the well-known case of *Fowle v. Fowle*, which was tried in 1896, a grocer sold beeswax adulterated with paraffin, and in the Court of Appeal Mr. Justice Grantham seemed to imply that the appeal from the Justices, who had dismissed the case, would have been sent back to the court below if a chemist and not a grocer had sold the "drug." There is obviously no point to be made out by contending that apothecaries' assistants are statutorily "qualified" to dispense all "drugs." The apothecary's assistant may dispense non-poisonous drugs just like any grocer or other citizen, but let him dare to sell an ounce of paregoric and he immediately brings himself within the "long arm of the law." There is no statutory qualification for the position of dispenser to an institution, thanks to the lack of foresight of the Pharmaceutical Society, which has been so absorbed in the commercial side of the calling that it has lost sight of the professional side; but the apothecary's assistant is no better "qualified" for this post than the Army compounder, or any other person not holding a diploma from one of the pharmaceutical societies. I would like Mr. Richards to define "professional pharmacy," and submit that he and his fellow-holders of the assistant's certificate hold no statutory qualification in pharmacy, "professional" or otherwise. The Apothecaries' Company may be an anachronism in these days, when apothecaries in the legal sense have disappeared from off the face of the earth, but it is keenly alive to the means of turning an honest penny. It owes no small portion of its revenue to holding open a door to the Medical Register between the quarterly or half-yearly examinations of the Universities and Royal Colleges, and it would be foolish if it did not avail itself of the un-repealed portion of the 1815 Act which permits it to grant a certificate, the necessity for which is no longer obvious, has merely academic value, and can therefore only be regarded as "a scrap of paper."

Yours sincerely,

PHARMACEUTICAL CHEMIST (28/2).

SIR.—The apothecary's assistant's claim is only one further proof of the way in which our legislation is patched up from time to time, for the sake of expediency rather than from a whole-hearted desire to meet the situation fully and settle it once and for all. Just as in this country we have to put up with various notations for weights and measures—e.g., 437.5 grains to the ounce for retailing and 480 grains to the ounce for dispensing—so we are pestered with the various qualifications, notably the qualified pharmacist under the Pharmaceutical Society's Charter, the certified dispenser from the Apothecaries' Hall; while in Ireland we have the pharmaceutical licensee-holder and the registered druggist; and in the medical profession there are the University degrees and the Conjoint Board, none of these qualifications being interchangeable or recognised by the other bodies, and the result is overwhelming dissatisfaction and chaos. If the authorities had the courage of their convictions the whole thing ought to be resolved into two separate and distinct groups to cover the two professions—one medical, for the doctors' degrees, and one pharmaceutical, to include all dispensing and retail sales to the public. Those certified dispensers who argued that they had a just claim to the Pharmaceutical Society's diploma have now been recognised by the famous (or infamous, whichever way you look at it) by-law, and those who have not can obtain the certificate in the way of the rest of us have done, by successfully tackling the Qualifying examination. In this way all the difficulties and objections would be met and done away with; there would be no more dispensing doctors or prescribing chemists, there would be no more unqualified dispensers or retailers of poisons, and the Dangerous Drugs Act Regulations would be unnecessary, as all transactions would be bound to pass through the hands of the qualified men. For such men as Carlo Invalli there is, of course, no remedy except the "long arm of the law," nor is there for burglars, wife-beaters, and murderers; but the authorities do not issue panic legislation restricting the sale of dinner-knives because some criminal cuts another man's throat; it is left for the pharmacist to be harried in this fashion.

Yours faithfully,

DUAL CONTROL (26/2).

### Uniformity in Retail Prices.

SIR.—I have often been struck by the amount of grumbling which your English correspondents give utterance to regarding their profits on prescriptions and on proprietary medicines. If they spent less time grumbling and banded themselves together and exercised a little common sense they could "eat, drink, and be merry," and pay their qualified assistants the ideal 5*l.* per week. A friend of mine who recently went to live in England got a prescription compounded in four different pharmacies and paid 1*s.* 4*d.*, 1*s.* 6*d.*, 1*s.* 8*d.*, and 1*s.* 10*d.* for it. In Ireland he had it compounded ten times, and in each case he paid 2*s.* 10*d.*, and was perfectly satisfied to pay that amount. The secret of this is that Irish pharmacists code each new prescription, so that every pharmacist who afterwards dispenses it must charge at least the original price. Thus they get a fair return for their prescription work and maintain uniform prices. English chemists will say that they have the stores to compete with; well, so have Irish pharmacists, but it has made no difference in the amount of prescription work. In fact, pharmacists have become a more respected body of men since they adopted this method, for in demanding a fair return for their services the public have come to respect the profession. I might also mention that we have universal prices for drugs, tabloids, etc. Seeing that hardware merchants etc., whose turnovers are usually three or four times that of chemists, get 50 per cent. on cost as their profits, and considering our high overhead charges and the time and money spent on qualifying, many pharmacists in Ireland think that they are entitled to at least a 50-per-cent. profit on the cost price of patent and proprietary articles even when these are bought in small quantities. The following method of dealing with the matter has been suggested. Pick out the articles which give us least profit and write to the makers asking them for 50 per cent.

bit on cost price. If they refuse, simply stop stocking those goods and arrange with manufacturing houses to buy out similar articles at the right profit and stock these. A few lessons on these lines would have the desired effect and make the remaining makers feel that chemists will be slaves no longer. If Irish chemists had the co-operation of the English chemists the fight would be much easier, but unfortunately English chemists lack organisation. . . . Chemists would do well to bear in mind the last two lines of Bland Sutton's address on "Science and Surgery."

Before all things let us remember that fellow-craftsmen should not be competitors, but comrades of the same honoured craft and guild.

Your faithfully,

F. E. PRESTON, R.D., M.P.S.I.  
2 Rathmines Road, Dublin.

#### The Chemist's Dress.

SIR.—There is no doubt that all of us who have written on this subject are imbued with the same motive—*i.e.*, welfare of our calling. Our goal is the same, though we may be travelling by slightly different routes. We are told in the "Book of books" that there is a time for everything, and personally I think there is certainly a time for the "overall" in the pharmacy. "Irish Apothecary" will, I am sure, accept my appreciative looks for Shakespearian and other reminders, though they may not be altogether relevant to matters pharmaceutical. To be garbed in an overall, making a fresh-cut tincture with the genuine product, which, but a few days previously had stood gracefully erect in the soil of affluence, is, to my mind, far more becoming to a pharmacist than wearing a crown of gold and a garment of fine blue and purple. Under the former conditions I think pharmacists would be more likely to remain faithful and constant, while under the latter they would probably, like the numerous lovers in Oliver Goldsmith's poem, "The Dupe Transformation," at a given time, "fly off in doves."

Yours faithfully,

Londonbury, N.W. 6.

SEPTIMUS WALGATE.

#### The Title "Chemist"

SIR.—Your extract from "The Times Trade Supplement" (C. & D., February 26, p. 96) shows in what an appalling state of ignorance even apparently well-informed people are as to the statutory meaning of the word "chemist." It is quite time that pharmacists took a lead from the book of other professions and inaugurated a campaign to educate the public as to the meaning of their qualification and the importance of having qualified men to deal with the handling of dangerous drugs and the dispensing of medicines; and it might well be added to the agenda of the Retail Pharmacists' Union. This body, which has been formed with the principal object of looking after the trade interests of the craft, is by nature of its constitution the correct one to take up such a propaganda, and it could be done very well without much expense by getting small articles inserted in the public Press and by giving samples of circulars or by distributing notices for pharmacists to hang up in their shops, dealing with pharmaceutical matters. The red advertisement of the Liverpool chemists appears to be a good one and well drawn up, and to have attracted a good deal of public attention in the North, although, being a Southerner, I have not seen one. Possibly you could find space for a full reproduction in the C. & D., so that other chemists could follow suit and institute a campaign which would cover the whole country. The present time is an exceedingly good moment to take up such a move as this, as in dealing with the Draft Regulations under the Dangerous Drugs Act we should be dealing with a situation in which we have the backing of all the allied trade and professions, notably the medical, dental, veterinary, agricultural, etc., and it is a very favourable opportunity to impress the public as well as the Government with the responsibilities and qualifications of our profession to deal with what, after all, is our legitimate business.

Yours faithfully,

SOUTHRON (25/2).

#### Easton's Syrup Tablets.

SIR.—Referring to the correspondence on Easton's syrup tablets, I must thank Mr. Cox for his reply to my letter. I would like, however, to point out that quite a number of makers—in fact, almost the majority—produce a tablet which, coated and finished, weighs 5 gr. The British Pharmaceutical Codex formula gives a 5-gr. tablet uncoated, and hence I am not convinced that the B.P.C. formula is in general use. Yours faithfully,

Southsea.

C. EDWARDS.

#### Personality in Business.

SIR.—To compare pharmacists in general to sedulous apes is perhaps rather strong, but there is a lot more in the pleasing personality that "Xrayser II." speaks of than most chemists in business generally consider. The short, sharp "What do you want?" and the equally gruff "No, we don't," when asked by a customer if one keeps a certain article, may be all right for the take-it-or-leave-it style of American drug-store, but the English temperament has never been adaptable to these methods in business, and less so probably in the South than in the North. A pleasant "Good morning," with a bright remark about the weather or some local topic, or some more personal words where the customer is a regular one and well known to the pharmacist, gives one's clients an impression that the chemist is really pleased to see them and to give them his best services; and, if the article is not in stock, an expression of regret, with a ready offer to obtain the same, will often decide the customer to wait for it or to accept something else if dexterously introduced. Above all things the pharmacist should try to be even-tempered and equally bright and cheerful on all occasions, at any rate outwardly, whatever his private feelings may be. We all know the type of person on whom such blandishments are wasted—pearls before swine; but when in retail business one must take the rough with the smooth, and by constantly schooling oneself to such a course of conduct one gets a reputation for even-dealing, which secures many regular customers who like to be treated with consideration. At the same time there is no need to be servile, one's independence should always be maintained, and the brow-beating or price-bating customer should be met with firmness and with politeness.

Yours faithfully,

EQUABLE (1/2).

#### Rates of Profit.

SIR.—The much-discussed question as to rate of profit seems to have had no effect on the minds of some advertisers, if one can judge by the percentages offered to retailers in their advertisements. In one announcement in a recent C. & D. I notice a line selling at 1s. 6d. and costing 1s. 2d., which is described as bearing the usual 33½ per cent. profit. To my mind this is misstating the case; from the point of view of the retailer, who buys to sell again, the buying price is not the figure which fixes his profit, as it is quite conceivable that, although I might buy the article at 1s. 2d., it would not be sold at all, in which case my profit would be nothing; but when I sell the goods I have a figure on which to base my calculation, and that is the sum the customer pays me, in this instance 1s. 6d. Therefore, if I am to get a third profit—namely, 6d.—the cost price should be 1s., and not 1s. 2d. I am not a mathematician, and will not attempt to work out the percentage to .0099, but it seems to me that in the case stated, when the manufacturer promises 33½ per cent., he really means 22½ per cent., which is a big difference; at any rate, let the retailer try to get the extra 11 per cent. knocked off his invoice, and he will soon find it so. To put the matter pharmaceutically, if I make 18 oz. of a 33½ per cent. emulsion of cod-liver oil, I do not use 4 oz. of oil, but 6 oz.; and if I did not, I should soon be called to account for it. A few spare moments spent in working out the percentage on one or two invoices by both methods will show pharmacists their real profit from these goods.

Yours faithfully,

PER CENTUM (5/1).

## Legal Queries.

*J. F.* (23/2) is the tenant of a lock-up shop in a South Coast town at an annual rent of 110*l.* He is responsible for all repairs, inside and out. What is the maximum increase of rent which the landlord is entitled to impose? [As the rent of the shop exceeds 78*l.* the Increase of Rent Act, 1920, does not apply to it, unless the rateable value does not exceed that figure. If the Act is not applicable the landlord may increase the rent to any extent, but if the rateable value of the premises brings them within the scope of the Act the maximum increase of rent at present permissible is 35 per cent.]

*Lex* (28/2).—A recently purchased B's business, agreeing to take over the stock at prices ruling at the date of purchase. B insists that a quantity of paper bags and labels bearing his name and address fall within the description of "stock," and calls upon A to take them over at cost price. The bags and labels are of no use to A, who has purchased a supply bearing his own name. Can B compel A to pay for the old bags and labels? [In our opinion bags and labels are in no sense "stock," and A cannot be compelled to buy them under that heading. On the other hand, the sale contract may have incorporated additional words, such as "effects," which would include such articles as bags and labels. Even in that event, however, we doubt whether A could be compelled to pay their cost price, although he might be obliged to take them over at a price reduced by reason of the fact that they bear a name other than his own.]

*Income-Tax* (18/2) refers to previous answer (4/2) in *C. & D.*, February 19, p. 76, and asks further as to how such articles as stationery and bottles for retail and dispensing use are to be treated in stocktaking. He wants to know if the cost value of bottles and medicine-stamps can be deducted in estimating his own put-up proprietaries, and what is to be done in the case of goods which, though in good condition, are obsolete or locally unsaleable. [As the value of medicine-stamps does not change, there can clearly be no gain or loss on them within the tax year, and they may be disregarded altogether in taking the stock. As regards the other articles referred to, "Income-Tax" can enter them in his stock sheet either at the cost value or at the market value at the time of stocktaking, whichever is lowest. Thus in the case of the obsolete, unsaleable goods their value might be taken as nothing. The deduction of 5 per cent. may be made, but if the surveyor questions it "Income-Tax" must be prepared to show that it is reasonable.]

*Medico* (14/2) asks: (1) What wines can be sold by a chemist who holds a wine off-licence; can he sell Hall's wine, Wincarnis, Vibrona, Liebig's beef and malt wine, port wine, and British wines? (2) What are the hours during which he can sell? (3) Are medicated wines distinct from invalid wines? [(1) Wines of any description, either British or foreign, may be sold, unless the justices in granting the licence, as sometimes happens, have imposed the condition that only fully medicated wines shall be sold under it. In such a case the condition should be complied with. If the licence contains no restrictions imposed by the justices we see no objection to the sale under it of any of the articles mentioned, provided these are made from preparations with British or foreign wines. (2) The hours for sale are those during which licensed houses may be opened for the sale of intoxicants in the locality. Although this is ordinarily a matter for the licensing law, the hours may be fixed by a Liquor Control Board order if the area is one to which an order of the Board applies. This may be ascertained by calling at any licensed house of the place, where the order has to be kept posted up. (3) The term "medicated" is usually applied to wines which have been so altered in character by the addition of some drug or flavouring matter as to unfit them for use as a beverage. They may be called also "invalid," though this name is usually reserved for wines specially suited for invalids.]

## Miscellaneous Inquiries.

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

*W. R.* (26/2).—PREVENTING FOUL-BROOD IN BEES.—The beta-naphthol solution employed for medicating bee-candy is made by dissolving 1 oz. in 4 oz. of spirit and making up to 8 oz. with water. Of this solution 1 dram is added to 2 lb. of sugar and well mixed. To make the sugar into candy, 6 lb. of sugar and 1 pint of water are boiled together until a drop taken out and kneaded between the fingers is no longer sticky.

*R. & Co.* (28/2).—SOLDERING ALUMINIUM.—The solders used are alloys such as the following: (a) Tin 5, aluminium 1; (b) zinc 90, copper 4, aluminium 6. The flux is one of the following: Stearic and oleic acids, copaiba balsam, Russian tallow, potassium chloride, or an ammoniated solution of potassium nitrate.

*R. J. A.* (23/2).—RUBBER IS COLOURED GREY with zinc oxide and lamp-black, which is incorporated at the time of mixing. These ingredients could be added to the rubber solution.

*S. A.* (23/2).—LECTHIN POWDER contains 33 per cent of lecithin, the diluent being sugar of milk or casein. This form is employed in the manufacture of tablets.

*C. M.* (5/2).—PRESCRIPTION PRICING.—The retail prices of the prescriptions you send, according to the London Simplified System, are: (1) 3s. 11*d.*, (2) 1s. 6*d.*, (3) 2s. 7*d.*, (4) 1s. 2*d.*, (5) 2s. 9*d.*, (6) 2s., (7) 4s. 3*d.*, (8) 2s. 11*d.* The difference between these and the prices you say have been charged is 6*s.*

*Naso* (22/2).—NASAL CREAM.—The formula for which you inquire is as follows:

Ac. borici	...	...	lb. j.
Menthol.	...	...	3 <i>v.</i>
Cocain.	...	...	gr. XL.
Thymol.	...	...	gr. XX.
Adeps lanæ hyd.	...	...	lb. iii.
Paraff. moll.	...	...	lb. vj.

Misce.

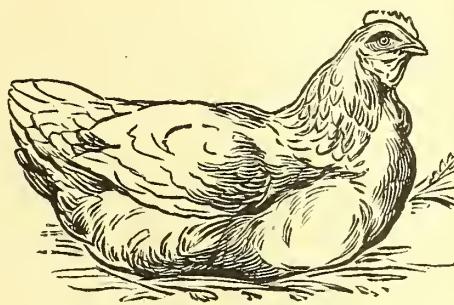
## Retrospect of Fifty Years Ago.

Reprinted from "The Chemist and Druggist," Mar. 15, 1871.

### The Poison Regulations.

[The most important subject before the trade was whether the regulations dealing with the storage of poisons, referred to in the Pharmacy Act, 1868, should be adopted. The Pharmaceutical Society refused to consult the registered chemists who were not members of the Society.]

Believing that on such a question as the one now before us it was right that every chemist should be made acquainted with the proposal, and also with the circumstances to which we have alluded, the proprietors of THE CHEMIST AND DRUGGIST undertook the labour (both arduous and costly) of addressing a circular on the subject to every registered chemist and druggist in Great Britain. To the circular was attached a stamped addressed "non-official voting paper," with the request that every recipient would fill it up and return it. Replies are pouring in upon us now in overwhelming force, but of course we are quite unable yet to analyse the results. The idea was to present a perfectly impartial statement of the case, and thus to obtain an unbiased expression of the opinion of the whole trade. Some hundreds of registered chemists will not have received a copy of this circular on account of their addresses being inaccurately given in the Register. If they will apply to our office promptly they will receive a copy, and their vote will be duly noted. If we address any chemists who have not yet replied, we beg to urge them to do so, if only a matter of courtesy, at their earliest convenience. The work has been undertaken on behalf of the trade, and we only ask in return that the trade will recognise our effort by giving us the information for which we ask.



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 IRIDIN  
 ALOIN  
 GINGERINE  
 LITHIA SALTS  
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MORPHINE  
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 CAFFEINE  
 EMETINE  
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QUININE HYDROCHLORIDE - - -	4/6	4/5	4/3	4/1
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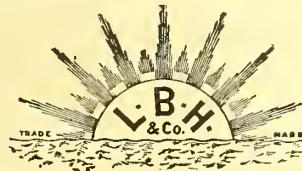
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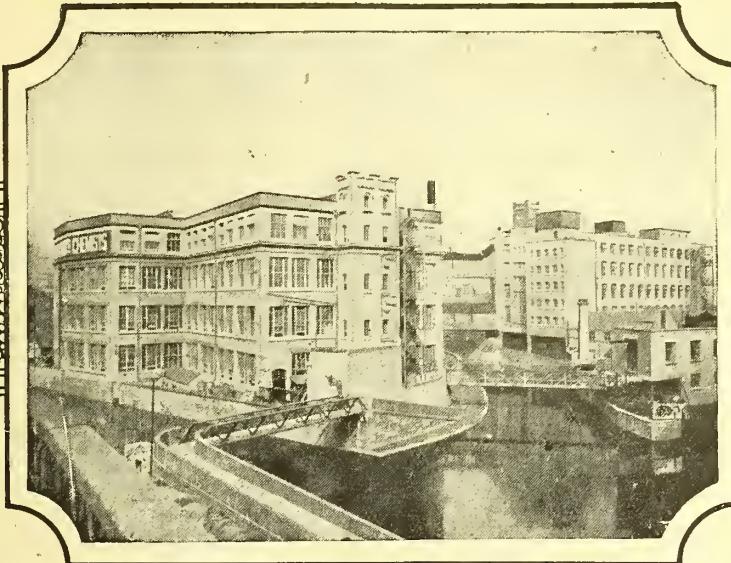
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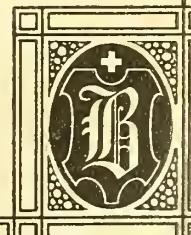
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AND  
**FACE VALUE**  
£5 orders are carriage  
paid, and subject to 5%  
discount showing  
about  
**30 % PROFIT  
ON SALES**

Ulcers  
Ringworm  
Rheumatism  
Neuritis.  
Inflamed  
Conditions  
Generally



IN ONE OZ. POTS

PRICE 2/- PER POT

**ASPIRIN TABLETS**

As actual makers of Aspirin of  
recognised standard Super B.P., we  
are able to control every stage  
from Phenol to tablets packed in  
bottles bearing chemist's own name

**WE DO NOT**

- (a) Add citric or tartaric acids to mask  
the salicylic reaction
- (b) Overload with starch to give rapid  
disintegration

**WE DO**

guarantee a pure tablet containing  
5 grains of Aspirin B.P.

We pride ourselves on prompt despatch.  
Competitive Prices upon application

MENLEY &amp; JAMES, LTD., 64 HATTON GARDEN, LONDON, E.C.1.

**DUTCH****Sugar  
of Milk.****"THE BEST"**

**HOLLANDSCHE  
ELKSUIKERFABRIEK  
Amsterdam.**

**FOR  
QUININE  
& SALTS**

ALSO

**QUINIDINE  
CINCHONINE  
CINCHONIDINE** } **AND SALTS**

AND  
**SUGAR-COATED QUININE TABLETS**

MANUFACTURED BY  
AMSTERDAM QUININE WORKS,  
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DRUGS : CHEMICALS : OILS : SPICES.  
PROPRIETARY MEDICINES, DRUGGISTS' SUNDRIES.***Buying and Selling Agents for leading  
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Vomica, Black Pepper, Folia, etc.****Sample & Price on Application.****MEHTA BROS.**

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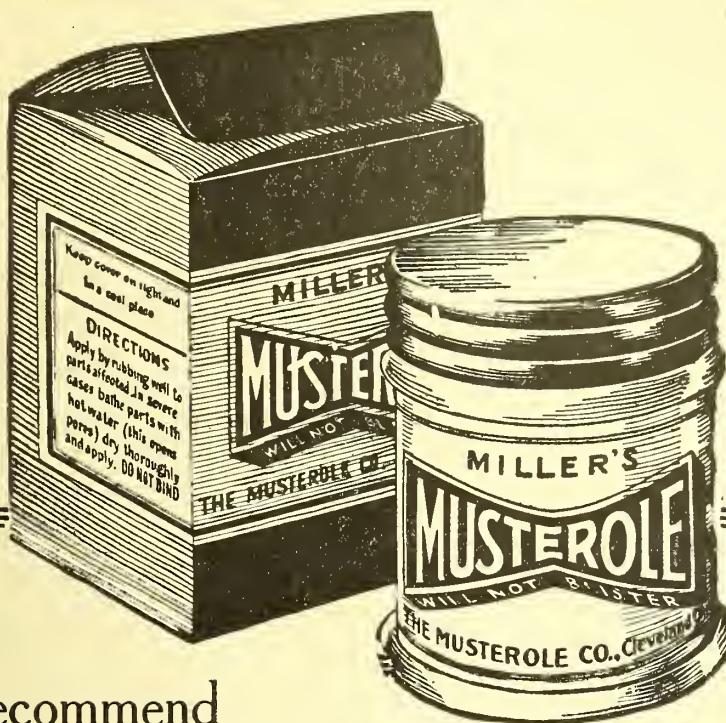
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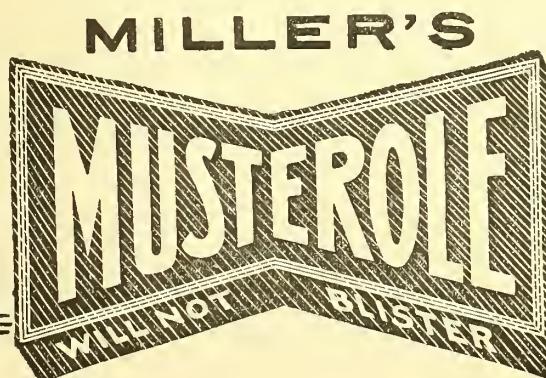


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Because it is made from pure oil of mustard and generates a peculiar heat, millions of users have found Musterole unusually effective for rheumatism, lumbago, neuralgia, as well as sprains, aches and strains. Experience has taught physicians, nurses, and people in all walks of life that this clean, white ointment, in the handy, delf pomade jar, has an effect akin to the mustard plaster—without the mess of the plaster and without the blister.

Important magazines and newspapers throughout the United Kingdom are carrying strong, consistent advertisements for Musterole. Week by week the demand for Musterole increases. You can profit with us by ordering a stock to-day. Prices and full information sent upon request.

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**A *Proven* Remedy**  
 with  
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**"ALEXINE"**

*ASSIMILABLE PHOSPHORUS.*

THE GREAT FRENCH SPECIFIC FOR ANAEMIA,  
 NEURASTHENIA, DEBILITY, LOW SPIRITS,  
 DEPRESSION, INSOMNIA, NERVOUS EXHAUSTION,  
 ETC. ETC. ETC.

THE great majority of persons to-day suffer, little or much, from nervous exhaustion in one form or another. A strong demand exists for a genuine Nerve Cell Nutrient such as "ALEXINE." "ALEXINE" enjoys a huge sale in France—where the need for it is not so great even as in this country. "ALEXINE" has been tested on the British market with highly satisfactory results. The first large consignment has been sold quickly and without advertising. NOW an extensive and widely-spread advertising campaign is to be launched immediately in the big circulation dailies and weeklies. YOU should stock "ALEXINE"—the popularly-priced Nerve Cell Food and Invigorator which sells. "ALEXINE" has the support of the medical profession. Write to-day for terms to—

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**IRON-OX**  
**Tiny Tonic Tablets**

Are now supplied in METAL  
 BOXES, to retail at **1/3**  
 also in Glass Bottles, to retail  
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We shall be glad to exchange  
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Postage free.

**THE IRON-OX REMEDY CO., LTD.**  
 10 LINCOLN'S INN FIELDS,  
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We urge every Chemist to  
 buy a £2.0.0 quantity of

*Antiphlogistine*  
 (P.A.T.A.)

and save **5%**

**DO IT TO-DAY.**

***WRITE FOR BEST TERMS, CARRIAGE PAID.***

Sole Agent—

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# Free for Your Customers

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GIVEN  
AWAY



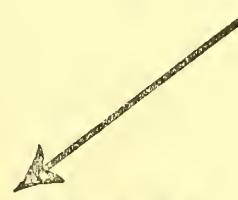
For **Eczema, Rashas and Bore Booke**, Zam-Buk is best applied, spread on a fresh piece of lint, night and morning. With each application the healthy skin will take the place of the nasty scabs and scales. Repeat dressing frequently.

For **Ring-worm** and **Sore Head**.—Keep hair short; wash night and morning, using Zam-Buk Medicinal Soap. Dry thoroughly and apply Zam-Buk.

For **Piles, Ulcers, &c.**, **Poisoned Sores**, **Open Wounds**, **Cuts**, **Bruiss**, &c. First cleanse the parts with water, and then apply Zam-Buk with the finger or spread on a piece of lint.

As an **Embrocation** for **Sprains**, **Muscular Pains**, &c., rub well into the skin, muscles and tendons. Zam-Buk is invaluable for allaying pain and reducing swelling, and is widely used by athletes for making the muscles supple and keeping the skin in excellent health.

Embrocation a piece of lint. Sprains, with the Palms, &c., rub well into the skin, muscles and tendons. Zam-Buk is invaluable for allaying pain and reducing swelling, and is widely used by athletes for making the muscles supple and keeping the skin in excellent health.



ONE  
MILLION  
SAMPLES of ZAM-BUK

We will send 250 free samples of Zam-Buk, as above, to any chemist who will agree to hand them to his customers.

Watch Our Enormous  
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C. E. FULFORD, Ltd., LEEDS  
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One of the very best sellers in *your* business, with a specially rapid sale, and well advertised.



1/3

# WOODWARD'S "GRYPE WATER"

1/3 per Bottle.

(Under the protection of P.A.T.A.)

NET PRICE:

1 gross, delivered free to your door, £7.

Your profit is  $28\frac{1}{2}$  per cent.

No more used "Gripe Water" Bottles required.

On and after March 31st next we shall cease accepting used bottles.

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Terms for above on application direct to us or through wholesalers.

Sole Proprietors—W. WOODWARD (1920) LTD., 79-87, Fortress Road, London, N.W. 5.

## Meet the Public DEMAND

Kutnow's Powder is being constantly introduced to an entirely new public by means of personal recommendation — nation-wide publicity and the distribution of thousands of free samples in reply to request.

This means an ever-increasing demand, and bigger sales for all chemists who stock this reliable powder.



Manufactured solely by S. KUTNOW & Co., Ltd.  
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ASK YOUR WHOLESALE DEALER  
FOR FULL PARTICULARS.

## A Monopoly for the PHARMACIST

¶ Every would-be purchaser of KAY'S 'LINSEED COMPOUND' must go to his PHARMACIST for it.

¶ That is why it is good business and far-sighted policy to encourage its sale.

## KAY'S 'Linseed Compound

(Regd.)

Protected Profit.....25% on Return  
Protected at Face Prices...1/3, 2/- & 4/6

From all Wholesalers

KAY BROTHERS Ltd  
STOCKPORT

# Francis Newbery & Sons,

LIMITED,  
AND CARDIFF.

Have now completed arrangements  
for the Supply of every class of  
**MEDICATED LOZENGES**  
Including  
**All B.P. FORMULÆ.**

*Write for Prices, or our Representative will call, on  
receipt of a Postcard, with Samples.*

# BEECHAM'S PILLS

## WHOLESALE PRICES.

### Beecham's Pills :

1s. 3d. size	...	...	...	...	10s. 6d. per doz. net.
3s. 0d. ,	...	...	...	...	26s. 6d. " "
5s. 0d. { new size... contains double the quantity of 3/- box.	...	...	...	...	50s. 0d. " "

### Beecham's Cough Pills :

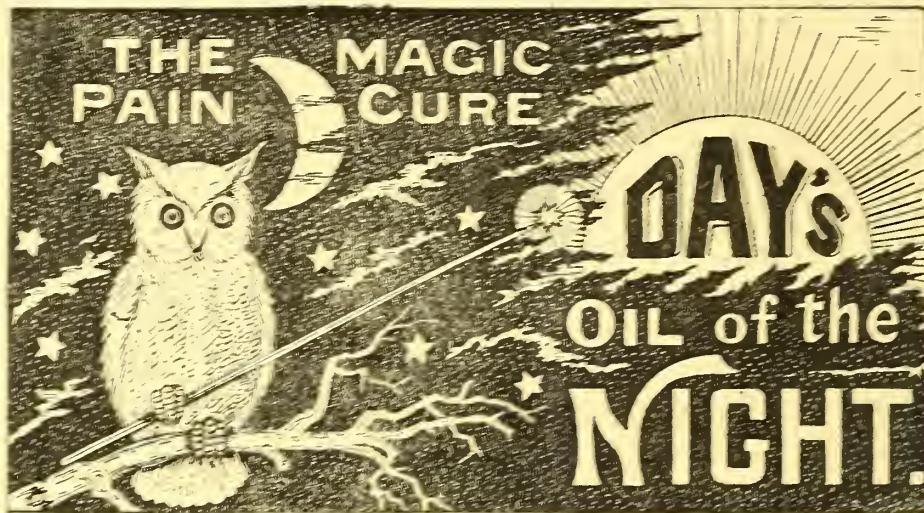
1s. 3d. size	...	...	...	...	10s. 6d. per doz. net.
3s. 0d. ,	...	...	...	...	26s. 6d. " "

*Orders : Minimum quantity £5 value—approximately. | Packages FREE. Carriage PAID.*

These Prices are the lowest no matter what quantity is ordered.

TERMS: CASH WITH ORDER.

Cheques to be made payable to **THOMAS BEECHAM**, and crossed "Parr's Bank, Ltd., St. Helens."



Retailed  
at 2/-  
and 4/-.

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discount  
to the  
Trade.

UNEQUALLED FOR CHEST COLDS & BRONCHITIS, RHEUMATISM,  
SPRAINS AND STIFFNESS. . . . FOR ALL ACES AND PAINS.

*Simple to use. Effective and Invigorating. Splendid for Athletes.*

PREPARED ONLY BY  
ESTABLISHED 1840.

DAY & SONS, CREWE, Ltd., CREWE

## P.A.T.A. NOTICE.

113 Temple Chambers, Temple Avenue, B.C. 4.

4th March, 1921.

The following revised prices are now in force:

Advertised Price.		Minimum Retail Price.	Minimum Wholesale Price.
Bishop's (A.M.)			
1 6 Citrate of Magnesia	...	1 6	14/6 dozen.
2/3 "	...	2 9	26/6 "
1/2 "	...	1/2 lb.	1/9 15/6 "
3-	...	1/2 lb.	2/- 28/- "
5/6 "	...	1 lb.	5/6 51/- "
3/9 Caffeine	...	3/9	36 - "
3/9 Citrate of Lithia	...	3/9	35/- "

Grosmith's Phil-Nana, Shem-el-Nessim, Haesu-No-Hana, Waza-Ranee, English Rose, English Violet, Fascination, Charm.

1/2 Face Powders (large)	...	1/2	2/4 dozen.
2 1/2 "	(small)	2 1/2	6/3 "
2d. "	(Minatures)	2d.	16/5 gross.
1/7 Toilet Soap (large tabs.)		1/7	12,10 doz. tabs.
4/6 "	( " 2 in box)	4/6	36/10 " lbs.
10 1/2 "	(small tabs.)	10 1/2	7/3 " tabs.
2d. "	(minatures)	2d.	16/5 gross.

Revised prices to public come into force March 18, 1921.

## Cephos

For NEURALGIA, HEADACHE  
RHEUMATISM & INFLUENZA

TRADE TERMS:

MINIMUM RETAIL PRICE 1/3 3-  
PRICE — — per doz. 12- 30-

Bonus of 10/- on £5 worth for 14 days' Window Displays  
Terms: Cash in one month. Orders carriage paid. Minimum  
Retail Price. Loose powders 2 1/2d. each, yielding a profit of 99%.

CEPHOS LTD., BLACKBURN, Lancs

## I. Isaacs & Co.'s DISPENSING BOTTLES

AT

LOWEST REDUCED PRICES.

ESTABLISHED 106 YEARS.

GOOD STOCK OF ALL KINDS.

Prompt attention to Country Orders.

The NORTH LONDON GLASS BOTTLE WORKS

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# Dinneford's Magnesia

## *WHOLESALE PRICES.*

.....

Small Size, **10/6** per doz. net

Large Size, **24/-** " " "

Minimum quantity, 12 dozen  
small size, or if both sizes are  
required, not less than £6 worth.

Carriage Paid.

Hampers charged and allowed  
for in full when returned in  
good condition.

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**DINNEFORD & CO., LIMITED,**  
12 CLIPSTONE STREET, LONDON, W. 1.

# Keep Your Eye Open

for Nujol salesmen.

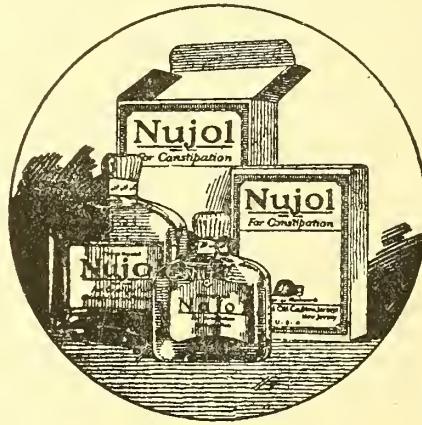
They are full of "pep" and have  
a real live free goods deal to offer  
you.

# Nujol

TRADE MARK

FOR CONSTIPATION

Made by the Standard Oil Co. (New Jersey), New York, U.S.A.  
*If your wholesale house cannot supply you, write to the Sole Distributors  
for the United Kingdom:*  
The Anglo-American Oil Co., Ltd., Minerva House, Bevis Marks,  
London, E.C.3.  
*For India: Muller & Phipps (India), Ltd., Bombay, Calcutta, Madras.*



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Offers, also advertising and window  
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BOMBAY: P.O. Box 460.

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## AMBRINE.

reat advance in the treatment  
burns (slight or severe). Gives  
immediate alleviation of pain,  
so for Chilblains, Ulcers, &c.

## AMIBIASINE.

Compound Extract of *Garcinia*  
Treatment of Amoebic Dysentery.

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Antiseptic. Disinfectant.  
Deodorant for Sick Rooms,  
Instruments, Bed-pans, &c.

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(LUMIERE).  
General Antipyretic. Powerful  
Analgesic.Supersedes ANTI PYRIN, PHENAM-  
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Specially prepared CHEMICAL  
Coidal Copper for CANCER.  
Given most encouraging  
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ensive Strychno-Arsenical  
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Anæmia, &c.

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successful Anti-Diabetic.  
most satisfactory clinical  
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Administered in Cachets.

## GITALINE Cristallisée

(le). Standardised. The true  
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purpurea.Elixir Bromo-Valerianate.  
"Gail" Valerianate with Stron-  
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otherapy Extracts of  
Salivary Glands pre-  
pared in vacuo at freezing-point.

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san and Neo-Salvarsan sub-  
(Intravenous or Intra-  
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no undesirable effects.

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Combination of Hectine with  
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muscular Injection; also in  
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## HECTINE.

syphilitic. Low Arsenic  
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The External Treatment of Skin  
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Treatment of Staphylococcal Affections.  
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Odourless. Tasteless.  
Supersedes the B.P. Tincture.

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An Elixir of Valerian containing  
Strontium Bromide.PHARMACEUTICAL  
PREPARATIONS.

Quinine Salts are now Restricted.

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A Quinine Salt of Hectine. Pro-  
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In Tablets.

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Reaction.  
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Extract of the fresh liver of the  
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A perfect Cocaine substitute of  
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Reliable and safe.Spinal and Local Anesthesia.  
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For Constipation. A combination  
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A liquid extract from Cinchona  
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For the treatment of Gonorrhœa  
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especially prepared Gonococci.  
In Spherules. Rapid, effectual,  
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For Staphylococcal affections.  
In 2 c.c. ampoules for  
Intramuscular Injection.

## STANNOXYL TABLETS.

Oxide of Tin and Tin-metal free  
from lead. Treatment of Acne,  
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Solution of Saccharose.  
Intramuscular Injection for  
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## SUPSALVS.

Stable Suppositories of "606"  
(French Manufacture).  
Simple, effective, harmless.  
Give excellent clinical results.

## TRICALCINE.

Contains the pure phosphates of  
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Composed of Urotropine and  
Helmitol.  
A powerful Urinary Antiseptic.  
Dissolves and eliminates Uric Acid.

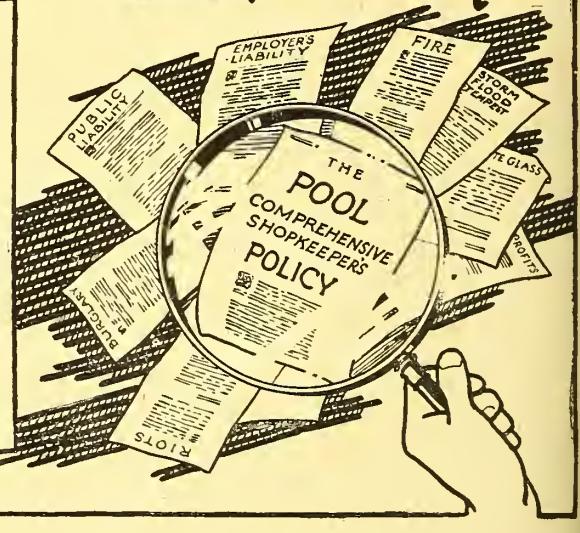
*Focus your Attention  
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IS MANUFACTURED BY

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WHO INVITE INQUIRIES.

# Finest BLACKS and COLOURS (ALL SHADES)

*Soluble in Water, Spirit, Oil,  
Turps, Benzoline, Glycerine,  
Wax, Naphtha, Petroleum,  
Creosote, in fact — anything.*

BLACK  
FOR INK.  
MARKING INK.  
**ETERNITE**  
Combined Preservative  
and Stain for Wood.  
HOUSEHOLD DYES.

**CARAMEL  
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in Powder.

Guaranteed  
Harmless.

50 times the concentration  
of Liquid Caramel.

**RHEUMSOL BATH SALTS in 1/- tins**

**WILLIAMS BROS. & Co.**  
*HOUNSLOW, MIDDLESEX.*

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**White, Yellow, Amber,  
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Pharmaceutical and  
Veterinary purposes**

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LIVERPOOL - MANCHESTER - LEEDS.**

## Salvo Petrolia

**the perfection of Petroleum Jelly**

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Samples and prices on application.

**"OLEUM DEELINÆ,"** a certain cure for Eczema.

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**NEUTRAL OILS,  
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**PURE, NEUTRAL AND INSOLUBLE.**

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**Specially prepared for the fil-  
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Beer, Spirits,  
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Gelatine, Pharma-  
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**GIVES A CLEAR AND  
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**P.A.T.A.**  
In 2-oz. Jars.  
10d. each  
6/8 doz.



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Showcards, Booklets, etc., Free on Request

The Wm. BROWNING Co., Ltd., Albert Works, N.W. 1

**PREMIER**  
**CASTOR**  
**OIL**

IN BARRELS

IN TINS & CASES

IN DRUMS

PREMIER OIL EXTRACTING MILLS Ltd.  
STONEFERRY,  
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Manufacturers of

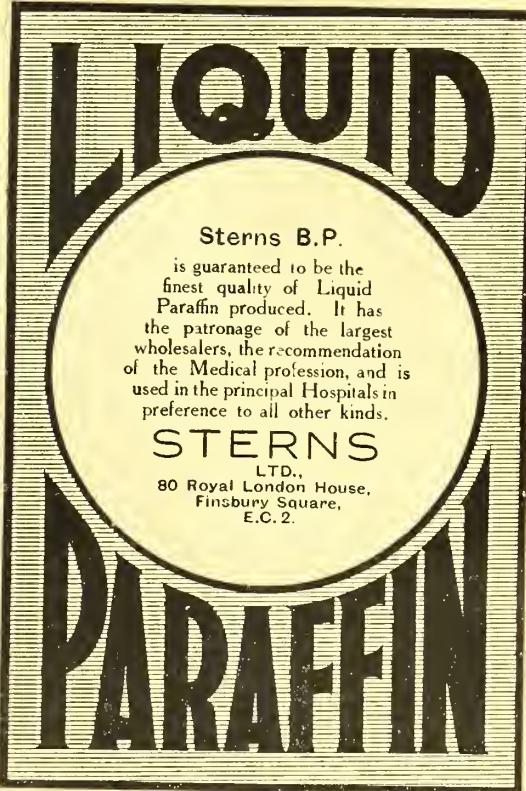
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MEALS

**P.A.T.A.**  
In Tubes,  
10d. each  
6/8 d.



### Sterns B.P.

is guaranteed to be the finest quality of Liquid Paraffin produced. It has the patronage of the largest wholesalers, the recommendation of the Medical profession, and is used in the principal Hospitals in preference to all other kinds.

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**“RAYOLENE”**  
**READY MIXED PAINTS**

*Special Decorators' Quality.*

Exactly the same quality as supplied in bulk to Decorators, and one coat is equal to two coats of ordinary household paints.

**FAR SUPERIOR TO THE ORDINARY TINNED PAINT AND NO HIGHER IN PRICE.**

Attractively packed in 1, 4, 7 and 14-lb. Tins.

### “TEXALO”

THE IDEAL SANITARY WASHABLE

**WATER PAINT**

Made in 25 artistic shades and suitable for the highest class interior or exterior decoration. Shade card and wholesale price free on request.

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**HOME DYES**

THE HOUSEHOLD FAVOURITE

Suitable for all fabrics—Wool, Silk, Cotton or Mixed Goods. Easy and simple to use, and results are CERTAIN every time.

*In Packets to Retail at 4d. and 6d.*

Sample packet and shade card free on request.  
Write for complete price list of Paints, Varnishes, Enamels, etc.

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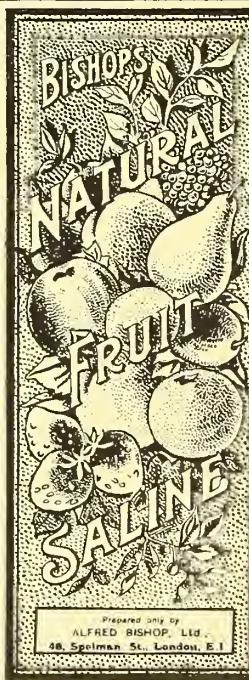
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**BISHOP'S NATURAL FRUIT SALINE**What it is.**BISHOP'S  
Natural Fruit Saline**

is free from sugar or saccharine, yet makes a delightfully palatable beverage. Clears the liver and kidneys, and acts as a mild aperient. It is manufactured in small granules and keeps well in any climate.

***It pays to push  
BISHOP'S !***

PREPARED  
ONLY BY **ALFRED BISHOP, LIMITED, 48 Spelman St., LONDON, E. 1**

What it costs.**BISHOP'S  
Natural Fruit Saline**

retails at **2/3** per bottle  
P.A.T.A.

Wholesale price, **20/-**  
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5 dozen - - **£5 0 0**

10% discount **10 0**

Net **£4 10 0**

Carriage Paid.

Thus showing a profit of  
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Attractive show material and  
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If you want  
good value in

FOREIGN AND  
BRITISH WINES.

**"CROWN" Brand**  
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Highest Awards at all International Exhibitions  
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WINE FOR THE BLOOD

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If you have a  
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You agree to display  
"Vin Sanguis" always.  
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## EFFERVESCENT HEALTH SALT

OF EXCELLENT QUALITY  
IN DECORATED TINS OF  
VERY ATTRACTIVE AND  
EXCLUSIVE DESIGN.

*Also in labelled Tins under  
Customer's "own name."  
Showcards Supplied Free.*

For Prices and Full Particulars—  
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*Are you participating  
in the Wincarnis Bonus  
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### REAL SILVER LEAF

As supplied for many years to the  
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*We also supply*  
**GOLD LEAF AND GOLD POWDERS**

WHOLESALE ONLY.

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## Essences

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can be made up successfully with Treacle.

*Please apply for supply of descriptive bills for distribution or counter use, to*

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Now universally known as the leading PALATABLE DIABETIC BREAD. Owing to its HIGH NUTRITIVE and STRENGTH-GIVING character it is being recommended by the leading specialists in the treatment of Diabetes and all disorders of the alimentary system. ENERGEN BREAD is packed in sealed boxes specially for chemists' trade.

This bread can be stocked without any risk of deterioration and yields a substantial profit.

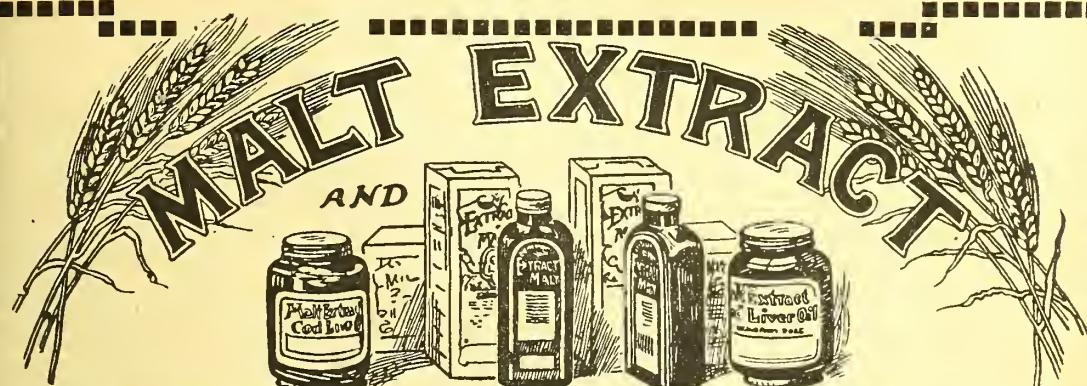
Enquiries invited.  
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The Medical Profession are recommending VITMAR for delicate Children and Invalids.

If you do not yet stock it your wholesaler will supply you.

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## MALT & COD LIVER OIL

Prepared only from the Finest East-Coast Barley, combined with the best Norwegian Non-Freezing Cod Liver Oil.

Packed in Screw-Capped Jars, Bottles and Tins, holding 1 lb. and 2 lb. Neatly Labelled and Wrapped. Customer's Name printed on Labels for Orders of 1 Gross and upwards.

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## PURE ORANGE WINE

### A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.)

Prepared in strict accordance with the Formula of the British Pharmacopœia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 43 Great Tower Street, LONDON, E.C.3.

TO USERS and DEALERS in METH. SPIRIT and SPIRIT OF WINE  
FOR QUOTATIONS apply to—

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The Largest Makers in the United Kingdom.

BANKHALL DISTILLERY, SANDHILLS, LIVERPOOL. Office: Atlantic Buildings, Brunswick St., Liverpool

# 2

New Profitable Lines **CAMWAL**  
Pearlspring Health Salts  
Aquaperia Salts, P.A.T.A.

HANDSOME PROFITS ASSURED. WINDOW DISPLAYS.

Prices and Terms on Application.

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# Why Doctors prefer VIROLAX to the ordinary Laxatives

*The  
Nutrient  
Laxative*

DOCTORS know the risk of overloading the system in cases of irregularity. Bulky food when not digested is apt to aggravate the trouble and so increase the growth of bacteria in the bowel. This danger is avoided by Virolax, which is an effective Laxative, and supplies essential nourishment in a light, compact, and easily digestible form. Mere purgatives tend to weaken the system still further, but Virolax strengthens the organs while cleansing them.

Virolax combines the nutritive properties of Virol (egg, bone marrow and malt extract) with liquid paraffin. It is a perfect lubricant, and, as a result of its method of manufacture, free from the well-known drawbacks of ordinary medicinal Paraffin. It is so pleasant in flavour that children and adults take it gladly.

Virolax is packed in 4 oz. and 16 oz. tins at 1/- and 2/8, and is supplied to the Trade in one dozen boxes at 10/- and 27/- per dozen. Terms: £3 orders carriage paid, less 5%. On orders over £5 an extra discount of 5% is allowed on condition that window display is made. These terms will also apply to combined orders for Virol and Virolax to the value of £3 and £5.

# Virolax

(Registered Trade Mark).

Show Cards and advertising material on application.

VIROL, Ltd., 148-166, Old Street, London, E.C.1.

# “San-a-gen” Sales Talk

IDEAS & INSPIRATIONS FOR THE CHEMIST.

## Do you “Sell” Goods or just “Keep” them for Sale?

THERE are two ways of making sales. First—the old-fashioned way—just keeping goods for sale to customers who ask for them. Second—the modern way—making the Public buy the goods you have for sale.

The first way is the uninteresting more or less mechanical way of simply handing over articles that the public buy for themselves. How much more interesting the *planning* to make the Public want and purchase MORE than the things they know they want.

It is not simply a case of selling people what they do not want. The luxuries of yesterday are the necessities of to-day.

### The Tale of the Tooth Brush.

Take toothbrushes, for example. The parents or grandparents of millions who now daily use this staple chemists' line did not use a toothbrush because they did not KNOW of this useful article.

Thus we see that Salesmanship is the art of making known the merits of a desirable article.

The Chemist of to-day KNOWS that one great need of to-day is something that will help the trained nerves of the Public. The Bishop of Chelmsford voiced this fact some time ago when he declared that “there is not a man or woman in England who is not suffering from nerves.”

This creates an undeniable opportunity for making known the nerve-nourishing merits of SAN-A-GEN Nerve Tonic Food. And the remarkable thing about such introduction of SAN-A-GEN to the many who need “something for their

nerves” is that such folk not only buy—and go on buying—SAN-A-GEN, but they also express their gratitude to the Chemist for his good advice.

### To create Trade-building goodwill.

Goodwill is based on a sense of gratitude or appreciation, and here we see an example opening for SAN-A-GEN Sales Talk that not only sells SAN-A-GEN, but also creates trade-building goodwill for the Chemist who is sufficiently intelligent and ambitious to do more than merely “keep” goods for sale.

A capital way of leading up to ever-increasing sales of SAN-A-GEN is to place on a handy part of the counter a little pile of the Sanagen Co.'s latest treatise on *Neurasthenia: “The Problem of To-day and To-morrow.”* Customers interested in the betterment of their nerves seize on and read this treatise with avidity, and even if they do not purchase a trial 3/-, 5/-, or 9/6 Tin of SAN-A-GEN there and then, the

treatise they carry away to read serves as the Chemist's extra outside Salesman, quickly bringing the reader back again for the first of a series of Tins.

Of course, it helps to the success of this selling-plan to have a few tins of SAN-A-GEN handy on the counter near the pile of copies of the treatise.

*This selling-plan costs the Chemist nothing*, notwithstanding its quickly demonstrable sales results.

### Why not try out this Sales Plan?

Why not try out this little selling plan? The Sanagen Co. will be pleased to send 50 or 100 copies of the treatise—and almost every copy taken away will lead to a series of sales of SAN-A-GEN to the reader.

Besides, SAN-A-GEN Nerve Tonic Food is being regularly advertised. Further, it is an always British and British-made preparation that won the high award of the Gold Medal at the International Medical Congress, held in London, 1913.



*The Nerve Need of the day that sells again and again.*

All Wholesalers stock SAN-A-GEN Nerve Tonic Food, but in case of any difficulty in supply, or to obtain copies of the treatises mentioned and other advertising matter, address:—

**SANAGEN COMPANY, LTD.,**  
Sheepcote Lane . . . Battersea . . . LONDON, S.W.11  
Telephone: Latchmere 4363. Telegrams & Cables: “Phosaglyc, Batt-Square, London.”


*The British Medical Journal.*

"Clinical experience enables us to recommend Maltine as a digestive agent . . . ."

*The Lancet.*

"Maltine exhibits in an eminent degree the starch-dissolving power of diastase . . . ."

*The Medical Times and Gazette.*

"Maltine combines the nutritious principles of malted barley, wheat and oats; the wheat and oats being especially rich in fat and muscle-producing elements."

*Quarterly Medical Journal.*

"Maltine is a digestant of great value."

*Dr. Stevenson Macadam, F.I.C., F.C.S., F.R.S.*

"Maltine materially exceeds in power and efficiency any of the other forms of extract of malt which I have analysed and deserves the highest place among such preparations."

**MALTINE HAS BEEN REGULARLY PRESCRIBED  
FOR OVER 40 YEARS.**


**SPECIALITIES.**

	Small Size s. d.	Large Size s. d.	Hospital Size s. d.
MALTINE plain	2 9	4 6	20 0
," ★ in powder form	2 6	4 6	20 0
," with Cod Liver Oil 30 %	2 9	4 6	20 0
," ★ with Cod Liver Oil and Hypophosphites	3 0	5 6	25 0
," with Cascara Sagrada	3 0	5 6	25 0
," with Creosote	3 0	5 6	25 0
," with Easton Syrup (Iron, Quin. and Strych.)	3 0	5 6	25 0
," with Hypophosphites	3 0	5 6	25 0
," with Iron	3 0	5 6	25 0
," with Pepsin and Pancreatin	3 0	5 6	25 0
," with Phosphates	3 0	5 6	25 0
," ★ with Paraffin in powder form	3 0	5 6	25 0
" MALTO-YERBINE" for bronchial troubles	3 0	5 6	25 0

★New Specialities to be ready shortly.

F.M.R. Face Prices P.A.T.A. DISCOUNT : 25 per cent. Supplies can be obtained from all wholesale houses.

THE MALTINE MFG. CO. LTD., 183 Acton Vale, London, W.  
Established 1878.

# HAY'S 1921 LEMON

Prepared from the  
FINEST NEW CROP  
MESSINA LEMONS  
and imparting the  
“freshness and bite”  
OF  
FRESHLY PEELED LEMONS.

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*Sample and Quotation on application  
Special Quotation for quantity.*

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*Essence Distillers*

### HULL AND LONDON

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London Depot—3 YORK ST., WALWORTH, S.E.

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Code: A B C, 5th Edition.

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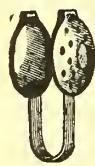
Telegrams: "Kinvarage, Westcent, London."  
telephone: Museum 564.

The Directors of the

## BRITISH "ANTAPSAL" Co. Ltd.

Beg to announce that during the past few weeks their Company has undergone reconstruction, and that they have taken New Premises at 38 Great Ormond Street, London, W.C. 1, to which all future orders and communications should be addressed.

The "ANTAPSAL" NASAL APPLIANCE (invisible when worn) is patented in Great Britain and abroad. It is a transparent, self-acting, continuous and curative Inhaler, which rests with feather lightness quite naturally *inside the nostrils*, and may be worn with complete comfort and without attracting attention in the street, at work or asleep, and charges every breath with a soothing health-restoring medicament. Quickly clears nose, throat and chest, relieving stuffed nostrils and hard breathing. Can be applied easily or removed in a moment, and carried in a waistcoat pocket ready for use. A simple, harmless, pleasant and effective scientific remedy: everywhere approved by medical men, the nobility, clergy, and others who have tried it.

SPECIAL OFFER TO CHEMISTS. 13 Boxes "Antapsal" 60/- net  
CASH WITH ORDER.

## "CATARONOL" OUTFIT

for Colds, Catarrh, Bronchitis, Stuffed Nostrils, Loss of Hearing, Hay Fever, Adenoids, Headache, Sore Throat, etc. etc.

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for Chronic Bronchitis and Asthma.

## TRADE DISCOUNT 20%

The Appliance is in use in the leading Hospitals. Numerous testimonials have been received from eminent users. Press Advertising commences shortly, and all Chemists, Departmental Stores, etc., should obtain a stock in readiness. Those who are willing to make a special Window Display should communicate with the company at once. Special terms allowed.

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RETAIL PRICE:

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BRITISH ANTAPSAL Co. Ltd., 38 Great Ormond St., LONDON, W.C.1.

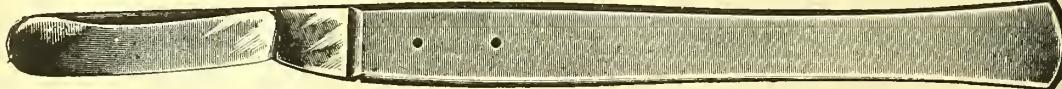
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Catheters and Bougies, in Black or Brown Gum, and Finest Silk Web. Specula, Rectal and Gastroesophageal Instruments. Horse Catheters and Cattle Probangs. Wholesale and Export only. Price List from the Manufacturers.

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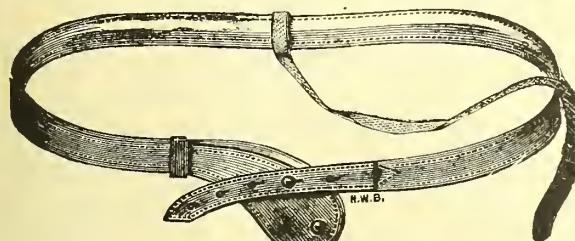
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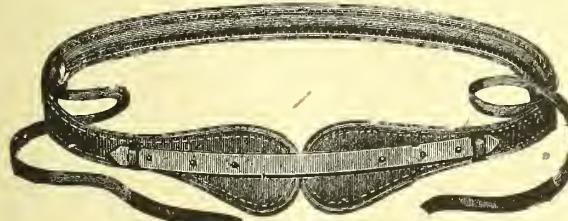
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Established 1887.

INGUINAL, MOCMAIN,  
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ANY PATTERN TO ORDER.

**SPRINGS**  
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ABDOMINAL SUPPORTS,  
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A SATISFIED CUSTOMER IS THE CHEMIST'S BEST ADVERTISEMENT

# The Marvel Whirling Spray Syringe



Gold Medal Awarded, Paris, 1902,  
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as the latest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

Fully Protected by Patents.



You can safely recommend it.

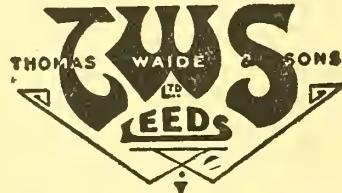
Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

Trade price, 125/- per doz.

Retail price, 15/- each.

**FASSETT & JOHNSON, Ltd.**  
86 Clerkenwell Rd., London, E.C. 1.

## A Distinctive Mark



that is of great advantage to the Chemist,  
because it is of monetary value in the  
cultivation of sales. . . .

### THE PRINTING

of a Label or Carton may only appear a very minor matter, yet they are the most important items of all. Attractiveness in Window and Counter Shows impress customers, to your advantage in greatly increased sales.

### CORRUGATED PAPER ROLLS, SHEETS, BOXES (collapsible)

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for every description of Packing.

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Milner Cleaner	3d.	10/-	19/-
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Slegg's Toboggan	1/4	12/6	..
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Chemists' Printers . . . . . LEEDS

Full set of Samples sent to  
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Enquiries also invited for Surgical Dressings, Surgical Instruments, Ambulance Equipment and Furniture for Rest Rooms.

Send for Price List.

Trade Enquiries Invited.

Designed and fitted to comply with Home Office requirements for Factories.

Handsome Cabinets, polished mahogany colour—not stained wood.

All contents visible at a glance and everything handy for immediate use.

Instal “Zorbo” Cabinets in your Works and save time and annoyance at a critical moment.



Interior View showing Equipment.

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Marriott Street Mills, STOCKPORT, and  
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**WM. EDWARDS & SONS****“Victra” THE Feeding Bottle**COMPLETE  
WITHTEAT AND  
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W. E. &amp; S.

LONDON.

Facsimile of Label round Box

Each in Box with Teat and Valve	-	per doz. 12/-
In quantities of 6 doz.	-	,, 11/6
Spare Bottles	-	per doz. 6/6
Spare Teats	-	,, 1/9
Spare Valves	-	,, 1/-

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Vulcanite DOUCHE FITTINGS  
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French SHAVING Brushes  
also TOOTH Brushes  
TO BE CLEARED.

New Lines in

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3/6 doz. 5/6 doz.

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4/6, 5/6 and 7/- doz.

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Mr. J. Watt, Chemist, Southminster, writes, 21/1/21:—"I sold more 'Rodine' than ever last year."

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Mr. J. Nicholas, Chemist, Llandover, writes, 5/2/21:—"Rodine" still continues in its supreme popularity."

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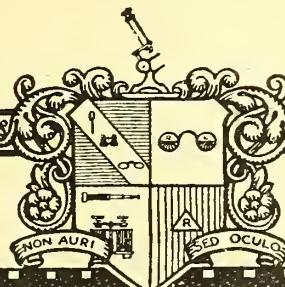
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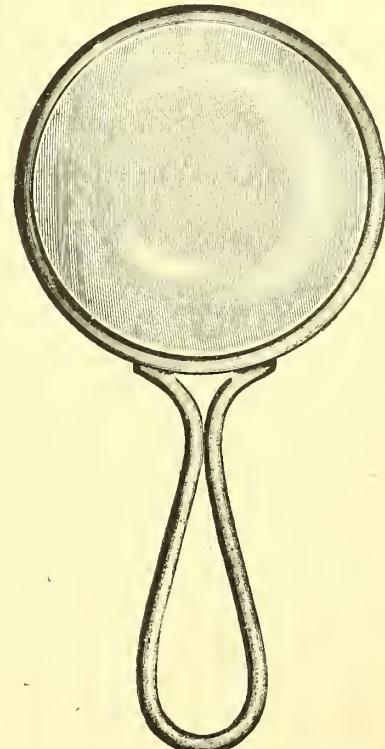
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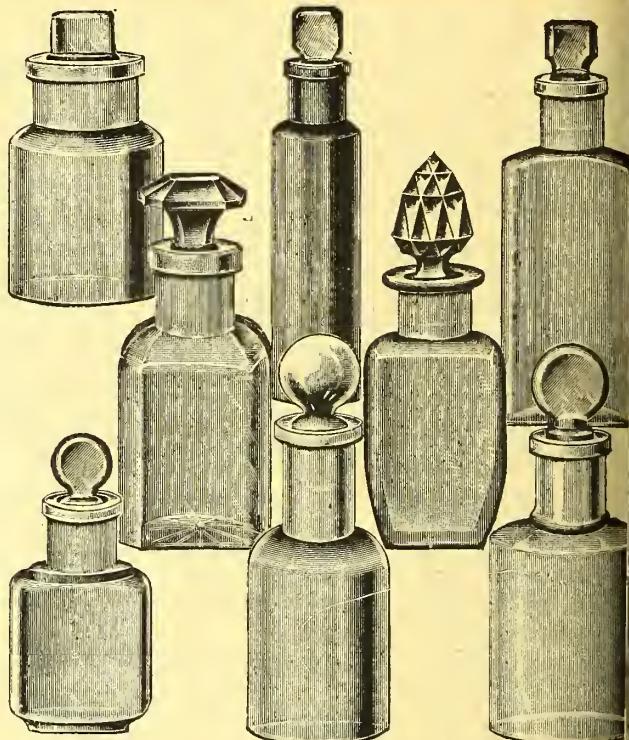
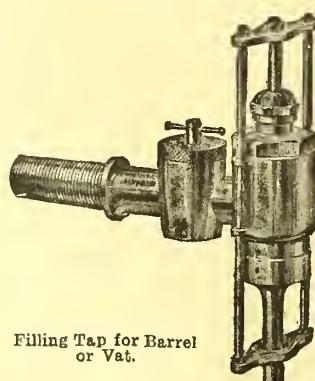
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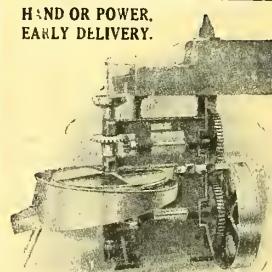
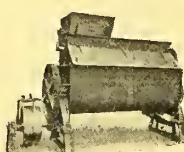
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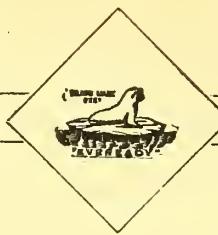
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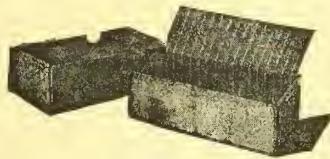


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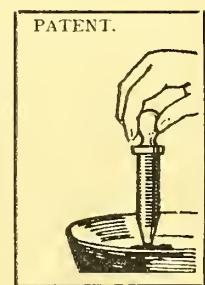
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Q This intensive campaign is being handled by leading Agency, and will appeal to the public never before. It will convince them by force "copy" and appropriate sketches of the following merely asking for a home dye and not for a home dye—

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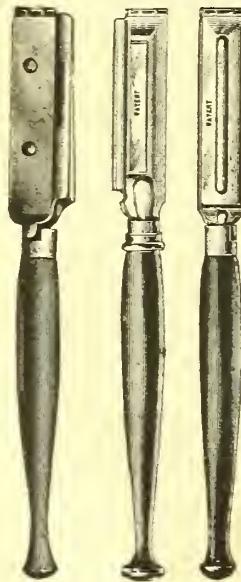
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Losall's - -  
Ball-Room  
Floor Polish

For quickly producing  
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Floors for Dancing.

Handsome three-coloured  
Enamelled Tin,  
Perforated Top.

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1/6              13/6



**LOFTHOUSE & SALTMER, Ltd**

Wholesale and Export Drug Merchants and  
Manufacturing Chemists,

**HULL.**

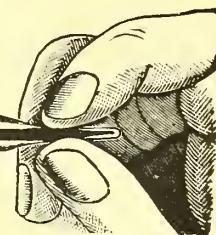
# ZEAL'S Thermometers

## The "Repello" Clinical.

Requires no shaking down.



A 30-SECOND PUSHED BACK IN AN INSTANT.



## New Improved Lens Finder.

The only Easy Reading Magnifying Clinical on the Market.

IN FOCUS.



OUT OF FOCUS.



The square mark engraved on Lens Front locates the mercury column immediately.

SPECIAL AWARD & GOLD MEDAL, NEW ZEALAND, 1907. SILVER MEDAL, INDIA, 1909. SILVER MEDAL, LONDON, 1913.

All Clinical Thermometers are N.P.L. tested.

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CHEMISTS' SHOP FITTERS

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Pharmacies Designed and Fitted at Lowest Prices  
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## CHEMISTS' OVERALLS From GARDINER & CO.

We supply protective overalls in any colour or style required. They are made by experienced hands for all branches of the Chemical trade

KHAKI DRILL - 12/6, 16/11, 18/6, 21/6, 26/6

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Sizes 34, 36, 38, 40, 42 and 44 inches over waistcoat.

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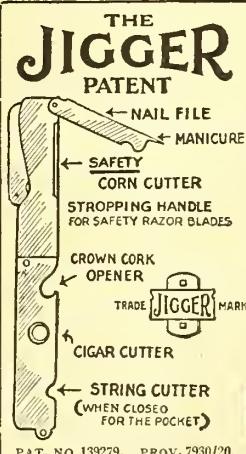
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Use them in the "JIGGER"

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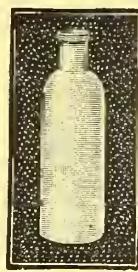
## OF EVERY DESCRIPTION and FOR ALL PURPOSES

JULES LANG & SON hold stocks in the Provinces ready for immediate delivery, and in their North and West London Depots.

*For the convenience of London customers  
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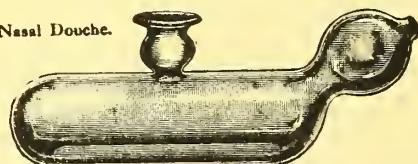
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*Tubes of all sizes, Test Tubes, Douche Linings, Burettes, Separating Funnels and many other lines in Chemical and Laboratory Glassware.*

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Two-ended Feeder.

WHOLESALE ONLY.

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Charlton Works, Charlton Place, Islington, LONDON, N. 1.

Telephones: North 2770-2 (three lines).  
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# THE CHEMIST AND DRUGGIST

## SUPPLEMENT

42 CANNON ST.  
LONDON E.C. 4

MARCH 5, 1921

*This Supplement is inserted in every copy of The Chemist & Druggist.*

## THE CHEMIST AND DRUGGIST SUPPLEMENT REVISED ADVERTISEMENT TARIFF.

**Businesses Wanted and for Disposal, Premises Let, Goods and Shopfittings for Sale, and encies:** 6/- for 50 words; every additional 10 words or 6d.  
**NOTIONS OPEN:** 6/- for 40 words; every additional words or less, 6d.  
**NOTIONS WANTED:** 2/- for 18 words; every additional words or less, 6d.

**Legal Notices, Tenders, Auctions,** and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column).  
**Miscellaneous (Wholesalers') Section** for odd and sec. ind-hand lots: 10/- for 60 words; 1/- for every additional 10 words or less.  
**EXCHANGE COLUMN** (for Retailers etc.): Two-pence per word, minimum 2/-

### BOX NUMBER.

ach case replies may be addressed to a registered number or nom-de-plume, c/o this Office, at a charge of 1/- extra for each advertisement.

### PAYMENT.

Advertisements are prepaid, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph urgent announcement this may be done, provided the message is telegraphed at the same time.

THE CHEMIST AND DRUGGIST, 42 Cannon Street, LONDON, E.C. 4.

Telephone: Central 3617 (3 lines).

Telegrams: "Chemicus, Cannon, London" (2 words).

**EARLIER CLOSING FOR PRESS.** Will advertisers please note that until further notice it will be necessary that Advertisements intended for the Supplement must reach us not later than the **FIRST POST THURSDAY MORNING.**

## CHEMISTS' TRANSFERS. Messrs. ORRIDGE & CO., 56 Ludgate Hill, E.C.

Telephone No: City 2283.

May be consulted at their Offices on matters of SALE, PURCHASE, and VALUATION.

1. LONDON, S.W.—Good-class Business, Retail and Dispensing; unique; modern fitted shop; stock large and well selected; returns upwards of £4,000, at good prices; chiefly ready cash; lock-up Pharmacy.

8.—NORTH OF ENGLAND.—For immediate Disposal, through ill-health, Cash Retail Business; good opening for qualified man; returns have been £16 weekly; reasonable offer wanted.

2. HISWICK (near).—Ready-money Business; gross receipts between £255 and £40 weekly; terms, goodwill £200, and fixtures at valuation.

9.—SOUTH COAST (large town).—Ready-money Business, including Dentistry; returns upwards of £12,000, at good prices; further details on application.

3. IMILICO.—Lock-up Pharmacy; returns, under manager, £2,000 yearly; moderate rental; terms to be agreed equitably.

10.—SOUTH COAST.—Modern Cash Retail, with Photographic Sundries and N.H.I. Dispensing; returns about £3,000; well-fitted shop, fully stocked; price £2,000.

4. LONDON (Northern suburb).—By order of the Trustee; ready-money Business; returns £20 weekly; scope for extension; house; long lease; offer wanted.

11.—MIDLANDS.—Very old-established Business, situated in the leading shopping thoroughfare; returns £3,000; net profit about £750; price £2,500.

5. WESTCLIFF-ON-SEA.—Ready-money Retail and Dispensing Business; returns upwards of £2,400; excellent opening for energetic management; comfortable house; long lease.

12.—WEST MIDLANDS.—Very old-established Business; returns between £1,200 and £1,300; net profit 25%; well-fitted shop; vendor estimates value of stock and fixtures at £900; roomy house, garden, and lawn; the premises may be purchased if desired; price for Business, £900.

6. ANDSWORTH ROAD.—To Let or for Sale, freehold premises formerly held by a Chemist for many years; a premium £20 will be accepted, which includes fixtures, fittings, carboys, &c.

13.—YORKS.—Ready-money Business; returns average between £1,400 and £1,500 yearly; net profit exceeds £450; large house; goodwill £100, stock and fixtures by valuation.

7. ACKNEY.—For disposal, freehold premises, comprising ground floor shop, six rooms, and basement (two rooms); price £3,000; £650 down and balance by instalments.

14.—POTTERIES.—Ready-money Retail Business; little N.H.I. Dispensing; returns approach £3,000 per annum, with scope for increase; low rent; new lease will be granted; price, for immediate transfer, £1,250 cash.

## VALUATIONS FOR STOCKTAKING.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account, by which means alone Profit, value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes the cause of confusion and loss.

Messrs. O. & Co. are prepared to undertake these essential duties and make Special Terms for such services.

ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C.

# BERDOE & FISH

## VALUERS & TRANSFER AGENTS

35 Jewry Street, Fenchurch Street, E.C.3.

Telephone: 1809 CENTRAL.

1.—WORCS. (small market town).—Old-established General Country Retail Business, with Kodak and Ucal agencies; returns about £1,250; large house, with garden; best position; well fitted and fully stocked; price £900, or £1,800 including freehold.

2.—SOUTHEND-ON-SEA.—Cash Retail Business, returning about £2,500; under management; scope for increase; modern house and shop; lease can be had; price about £1,500; valuation terms arranged.

3.—LONDON (close to City).—We can offer one or two businesses, with returns ranging between £20 and £30 weekly under management; capable of extension under principal; prices from £600 to £1,000.

### STOCKTAKING.

We are now open to book dates for April. Terms sent on application.

ESTABLISHED 1870.

## The Association of Manufacturing Chemists

— LIMITED —

Head Offices—31 Kimberley House,  
14-17 Holborn Viaduct, London, E.C.1

PHONE: CITY 6942.

We are now booking dates for Stocktaking, and having a fully qualified staff dealing with this most important work, can guarantee prompt and satisfactory results, upon reasonable terms.

VALUATIONS for Purchase, Probate, Income Tax, Sale Balance Sheet, etc.

*We have the following Businesses for Disposal:*

1.—LONDON, E.—Working-class district; returns £20 under Manager, could be doubled by personal attention; excellent stock; price about £800.

2.—KENSINGTON.—Old-established Retail and Dispensing Business; returns £30 per week under management; long lease would be granted at nominal rent; excellent living accommodation; well fitted and stocked; price £950 or offer.

3.—BETHNAL GREEN.—Market thoroughfare; returns £18 per week under Manager; lease can be had at small rental; scope for increase.

4.—LONDON, E.C.—In working-class market place; lock-up shop and basement; reasonable rent; returns £25 to £30 per week under Manager; price £950 or reasonable offer.

5.—LIVERPOOL.—Good-class Retail and Dispensing Business, with Post Office attached, and Dental business let off; stock about £400; low rental; nicely fitted shop. Fullest particulars on application.

6.—TOOTING.—First-class Business, in busy thoroughfare; long valuable lease; returns £60 per week, under manager; good reason for disposal; good house and nicely fitted shop, and excellent stock; fullest particulars on application.

## PARSON C. BAKER,

Pharmaceutical Chemist, M.P.S.

4 CYPRUS ROAD, CHURCH END, N.3

## WM. ROOKE ROBERTS, M.P.S., F.R.C.S.

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Valuers for Purchase, Sale, Probate, Income Tax, Balance Sheet.

Recommended by the British Drug Houses, Ltd., Messrs.

Meggeson, Ltd., Messrs. Barclay & Sons, Ltd., and all

other leading Wholesale Houses.

Valuers to the Association of Manufacturing Chemists.

Make a Speciality of the examination and reporting of Valuations to Vendors or Purchasers as to Value, Prospects, Correct &c., on Moderate Terms.

Registers Kept of Businesses for Sale. No Charge to Purchasers. Enquiries Invited. Personal attention given in all cases.

## CHARLES C. MARSDEN

Valuer, Transfer Agent & Stocktaker.

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Stocktaking Valuation. Special Terms.

All Valuations have the personal attention of C. C. Marsden.

## ERNEST J. GEORGE

Stocktaking and Valuation for all purposes.

Chemists' own Inventories Priced and Analyzed.

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And 26 LANGSIDE RD., NEWLANDS, GLASGOW.

### SALES BY AUCTION.

By Order of Executors.

FIELD & SONS will Sell by Auction at Winchester House, Broad Street, E.C., on TUESDAY, March 15th at 2.30 o'clock, the Leasehold corner House and Shop, Long Lane, Bermondsey. The Shop is let on Lease to Austins, Ltd., Chemists, at £54 12s. per annum, and dental portion to weekly tenants, the whole £148 16s. 8d. per annum. The landlord paying all rates. Lease 36*1/2* years, at £15 per annum.

May be viewed. Particulars of O. G. Harman, Esq., No. 19 Aubert Park, Highbury, N. 5, or of the

Auctioneers, Messrs. Field & Sons, No. 54 Borough High Street, London Bridge, S.E. 1, and No. 12a Waterloo Place, S. 1.

TO CHEMISTS, DRUGGISTS, AND OTHERS.

Re The Scientific Glass Co., Ltd. (in Liquidation)

WALLHEAD & HINDMARSH, F.A.I., are instructed by R. Rowell, Esq., Chartered Accountant, North Shields Liquidator, to offer for Sale by Public Auction "Property Mart," 12 Eldon Square, Newcastle-upon-Tyne, WEDNESDAY, the 16th March, 1921, commencing at 10 a.m. the Stock of High-Class Manufactured Laboratory and Glass Goods, etc., including:—

Glass Tubing (all sizes), Soxhlets, Condensers, Pipets, Tubes, Potash Bulbs, Glass Stoppers, Syringes, Ampoules, Vials, Breast Relievers, Nasal Douches, Thistle Funnels, Half-pint Bottles, 45 gross "Chesterhams," 180 gross Bottles.

N.B.—The articles will be offered in Trade Lots. The same will be offered for Sale at the Company's Warehouse, Prudhoe Court, on the 15th March, 1921, between 10 a.m. and 4 p.m. will be produced at the Sale.

The modern Plant, Machinery, Electric Motors, etc., offered for Sale by Auction at the Company's Factory and house, Prudhoe Court, Newcastle, on THURSDAY, March, 1921, commencing at 11 a.m.

Catalogues may be had on application to the Auctioneers' Offices, 35 Westgate Road, Newcastle-upon-Tyne, Brandling Chambers, Gateshead. Tel. No. 1557 Central.

**BUSINESSES FOR DISPOSAL.**

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

YR.—For Sale, old-established and remunerative Business of Chemist and Druggist, carried on in one of the main streets of Ayr; the proprietor wishes to retire; the premises, which are duly adapted for the business, will be sold along with it. Further particulars apply to Kilpatrick &amp; Wilson, Solicitors, Newmarket Street, Ayr.

ONDON (South side).—Suburban Cash Business; established 30 years; in present hands over 10 years; excellent house garden; lease 10 years to run; rent £45; turnover nearly £1000; could do £3,000; no N.H.I.; good stock and fittings; Business, and guaranteed by Wholesale house; not in its hands; price for quick sale £1,400. Apply Shen Works, 12 Bridge Road, S.E.

(DLANDS.—Century-old Pharmacy; main street; healthy district; Cash Retail, averaging over £100 monthly; Kodak Ucal Agencies; Optical connection; opening for Dentistry; for great increase under energetic management; double-decked shop, well fitted and stocked; ample storage room; goods freehold property; excellent living accommodation; garden; owner retiring; business £900, property £875; details to cash purchasers sending stamp. "Pharmacist" 33, Office of this Paper.

LIGHT Retail, Dispensing, and Photographic Business in pleasant suburb, within 15 miles of town, well fitted and fitted; house at present let off, but shortly to be vacated; room behind shop; garden at rear of premises; owner asking; rent £30; returns over £1,000 at exceptional prices; £750. Apply 33/9, Office of this Paper.

EMIST'S Shop (good size), 180 Wandsworth Road, freehold, for Sale; vacant possession; completely fitted for immediate business; shop closed by war; good accommodation and repair. Bartlett, 26 Bush Lane, E.C.

PANY REGISTRATION for Sale.—Powers suit Sanatorium, curative-treatment institute, Chemist, Druggist; manufacture and sale Oxygen, Hydrogen, Radium, Medicines, Minerals, Mineral Waters, Restoratives, Wines, Soups, Invalids; wide general powers; public company, certified entitled to business; authorised capital £200,000, issued £7,600; paid; £1,000 buys all interests, free encumbrance; registration would cost £2,200 now. Write 15/20I, Office of this

G Stores and Dental Surgery; long lease; good profits; living accommodation; price £800. Apply, T. A., 126 Dale Road, Fulham, S.W.

Sale in Midlands, Chemist's Shop, doing £30 weekly under unqualified man; easily doubled by qualified; no room within a mile; goodwill, fixtures, and stock £750 for sale; seven years' lease may be had. Apply 27/22, Office of this Paper.

Proprietary Manufacturing Business of the late R. S. Angus, "Rouge Compaete," "Ashes of Roses," "Red, and Blue" Grease-paints (acknowledged to be the finest country), Labosom, and many other well-known Proprietarys; these lines are very well known, and command a large amongst the Wholesale houses; secret recipes, machinery, etc., together with the goodwill and business as a going concern; profits show £500 per annum; price £1,500 for quick application. Exors., R. S. Angus, Nicholas Street, Lancaster.

DATE Wholesale and Retail Chemist's Business; turnover, Wholesale £7,000, Retail £1,200; price, Wholesale £800; further particulars on application; good for sale. Apply 30/17, Office of this Paper.

00.—Chemist's Business, present owner 20 years, including large shop with warehouse, and 7-room bargain to quick buyer. Apply 31/11, Office of this Paper.

**FINANCIAL.**

5,00 REQUIRED to extend well-advertised Proprietarys; a good profit is now being made, but capital was expended in building up trade; unlimited development; good returns assured, with excellent profit of 100 per cent. on capital. Write, in confidence, "Proprietary" (32/40), Office of this Paper.

**AGENCIES.**

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

**Firm of PAINT MANUFACTURERS**

making a large range of Specialities for general Retail sale, are open to appoint Representatives, on commission only, for

**LANCASHIRE, YORKSHIRE, CHESHIRE,  
CUMBERLAND, WESTMORELAND,  
BIRMINGHAM DISTRICT & SOUTHWALES.**

Other lines not objected to if applicants have a good connection.

**Texalo Mfg. Co., South Shore, Blackpool**

ADVERTISER, returning New Zealand end of March, with a good connection amongst Chemists, Doctors, Dentists throughout the Dominion, etc., desires suitable agencies; excellent references. Write, first instance, Box 1606, Sells' Advertising Offices, Fleet Street, E.C. 4.

GENTS on Commission, to sell Methylated Spirit to Wholesale and Retail Chemists, Oil and Colourmen, etc., in Kent, Surrey, Sussex, Bucks, Oxford, Berks, Middlesex, and Hants; only successful men with good connection among buyers need apply. The Methylating Co., 38-41 Finsbury Court, Finsbury Pavement, London, E.C. 2.

GENTS and Travellers, with sound, live connections among Chemists, required to sell Straw Hat Dyes, etc., on commission. Reply, stating ground covered and lines carried, to P.C.B. 67/27, Office of this Paper.

FLY-BANDS.—Wanted, by Wholesale firm, who can handle large quantities, Sole Agency for reliable Fly-Bands (broad). Apply, stating terms, etc., to 33/32R, Office of this Paper.

SOLE Agents and Representatives in the United Kingdom, Canada, Australia, New Zealand, South Africa, India, Egypt, and places abroad, to sell high-class, scientifically prepared Synthetic Ottos, such as Rose, Violet, etc., on a commission basis. wanted; only those with good connection need apply. "Manufacturer" (P.C.B. 67/13), Office of this Paper.

**BUSINESSES WANTED.**

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

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GENUINE Retail Business wanted, in central position in medium-sized industrial town; roomy premises essential; capital available £2,000. Please send full particulars in first letter to "Galen" (33/110), Office of this Paper.

GOOD middle-class Business wanted outside London, but within 30 miles of City preferred, otherwise coast of Sussex or Kent; bracing situation absolutely essential; present turnover not less than £2,300; banker's reference given; early date, or can wait vendor's convenience. Address Marson, Osborne House, Heath Street, Stourbridge, Worcestershire.

SMALL Business required for cash (£500-£600); suitable for energetic Pharmacist; neglected one not objected to if scope for increase; living accommodation essential. Reply, in confidence, to "Cash" (32/30), Office of this Paper.

## PARTNERSHIPS.

The Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

A LADY wishes to meet with a partner to join her in the purchase of an old-established, good-class Chemist business in the North of England. Apply 31/8, Office of this Paper.

PHARMACIST wishes to acquire controlling interest in small Retail Company operating a number of branches; advertiser has special knowledge of this trade and an exceptional business record. Apply "Organiser" (33/11), Office of this Paper.

## SITUATIONS OPEN.

### RETAIL.

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

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CARDIFF.—Junior Assistant wanted; good Counterman. Apply, stating age, height, references, and salary required (outdoors), Duck & Son, St. John's Square.

GRIMSBY.—Wanted, smart, energetic Chemist; one with knowledge of Optics and Dentistry preferred; give full particulars re qualifications, wages, etc. Address Managing Director, Boulton & Skelton, Ltd., Grimsby.

HULL.—Wanted, Senior qualified Assistant (outdoors) for high-class Retail and Dispensing business. Please reply, giving full particulars, age, reference, and salary required, to S. T. Kirton, 35 Louis Street, Hull.

IPSWICH.—Junior (19-21); Photographic experience essential; N.H.I. Dispensing. Full particulars and salary required to G. W. Hales, 21 Tacket Street.

LANCASHIRE.—Qualified Branch Manager for small business; must be good Salesman. Apply, stating particulars, 32/25, Office of this Paper.

LONDON.—Assistant wanted, qualified (male), with good experience in Dispensing and Counter work; outdoors. Apply Lloyd, 267 King's Road, Chelsea, S.W.3.

LONDON, S.W. District.—Wanted, a smart, active, willing and steady Assistant, with the capacity to handle quick trade, Stock, and N.H.I. Dispensing. Terms and references to 33/7, Office of this Paper.

A QUALIFIED Assistant (gentleman), under 35, required (immediately) for West London Pharmacy (outdoors); good Dispensing and Counter experience essential. Apply, with usual particulars as to salary required, experience, etc., 6/57, Office of this Paper.

A YOUNG Lady, qualified or unqualified, for Poplar branch; must be smart and of good appearance; also a Gentleman. Apply, personally, 11-1, any day except Saturday and Sunday, Oriental Drug Stores, Limited, 119 High Street, Poplar, E. 14.

A SSISTANT (outdoors); London, S.W.; single; good Window-dresser and well up in Photography; in reply, please give full details as to experience, age, salary, references, etc. Apply 32/8, Office of this Paper.

B RANCH Manager.—Good opportunity for permanency (and co-partnership if desired) to a reliable, efficient business man in good-class Retail and Dispensing, on the S.E. Coast; residence attached; no "failures" need apply. Kindly give (in confidence) full details of experience, age, height, salary required, and when disengaged, to "Pepsin," c/o British Drug Houses, 22 Graham Street, London, N.

DISPENSER, qualified, required; Thursday afternoon and Sunday free. Write, stating age, experience, etc., to Drs. Simpson and Davies, 152 Plashet Road, Upton Park, E. 13.

JUNIOR qualified Assistant wanted immediately; applicant must be young, energetic, and reliable, and should be resident in London; highest references necessary. Apply, stating height, age, experience, and salary required, to "Statim" (30/10), Office of this Paper.

JUNIOR Assistant wanted at once; energetic and reliable. Apply, stating age, reference, and salary (outdoors required), Garner, 204 Haverstock Hill, Hampstead, N.W.3.

JUNIOR Assistant wanted immediately for Light Retail Dispensing business; qualification unnecessary; capable dispenser and Window-dresser preferred; no Sunday duty; no references essential. Full particulars, stating salary required (outdoors), with photo, to Sanders, Pharmacist, Chard, Somerset.

L ADY Dispenser required immediately for Panel work in industrial part of the Metropolis; Pharmaceutical qualification; no Sunday duty; opportunity of acquiring knowledge of Retail; salary £4 weekly. Usual particulars to "Statim" (32/9), Office of this Paper.

L ADY Pharmacist required (immediately) for Dispensing and Light Retail business in London; state age, qualifications, experience, and salary required. Apply P.C.B. 65/35, Office of this Paper.

L EWIS & BURROWS have a vacancy for an unqualified Assistant; outdoors; preference given to ex-service men. Apply, with full particulars, to 146 Holborn Bars, E.C.

Q UALIFIED Assistant wanted; good Counterman; West End experience. Apply M. Gluss, Heppell's, 5 Buckingham Road, S.W.1.

Q UALIFIED Assistant wanted, with good experience in Dispensing and Photographic; able to take charge. Full particulars, A. B. Sparrow, Chemist, Highland Road, Southgate.

Q UALIFIED Assistant, to take charge of branch in working-class district; permanency to a good Salesman, used class of trade. State age, salary required, and give usual particulars, W. L. Nundy, 35 Bath Street, Leamington Spa.

S MART Junior Assistant or Improver wanted for quick trade; knowledge of Photography essential; only those with good sound knowledge of Salesmanship need apply. State experience, salary required, and enclose photo to W. Bates, Ltd., 50 Oxford Street, Southampton.

WANTED (at once), qualified Manager; applicant must be young, smart, and energetic, and have had previous experience in management; will be required to be resident in London; highest references necessary. Apply, stating height, age, experience, and salary required, to "Progress" (30/37P), Office of this Paper.

WANTED, Nurse-Dispenser-Bookkeeper for general and practice in small town in Midlands; must be thoroughly experienced, and have good references. Apply 25/1, Office of this Paper.

WANTED, a smart young Pharmacist, to introduce the class Medical Proprietary to the Medical profession. Write Box 465, Dorland Agency, Ltd., 16 Regent Street, S.W.

## WHOLESALE.

The Advertiser may, if preferred, have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

FOR Northern, Eastern, and Midland Counties.—Requires active Travellers to carry cheap attractive Perfume on commission basis; big business in the hands of the right men. (at once), 66/370, Office of this Paper.

OFFICE Manager (male or female) required by London manufacturing Chemists; sound experience of managing busy office, good organising capacity, knowledge of simple arithmetic, quickness and accuracy in calculating, close acquaintance with modern office system, ability to control work of female energy, love of work, conscientiousness, initiative, and intelligence essential; permanent post and good prospect for right person. Apply, with full particulars, stating salary required, to 45/2B, Office of this Paper.

REPRESENTATIVE to call upon Doctors introducing Medical Proprietaries, and on Chemists to sell noted brand of Pharmaceutical and Photographic Chemicals in West of England direct around Bristol; Pharmaceutical knowledge an advantage, salesmanship essential. Apply, with full particulars as to past experience, and salary, in strict confidence, to P.C.B., Office of this Paper.

REPRESENTATIVE wanted by old-established London Wholesale house for N. and N.E. London and Eastern Counties; Chemicals, Essential Oils, and allied trades. Write, stating (confidence), age, salary, and particulars of experience and to Box 1572, Sell's Advertising Offices, Fleet Street, E.C. 4.

REPRESENTATIVE, with real live connection, wanted for Northern Counties, by manufacturers of well-known and tested Toilet lines; commission, with fixed minimum for right Reply, stating full particulars, to "M." (21/19L), Office Paper.

REPRESENTATIVES for sale of Clinical Thermometers; commission basis; Scotland, South, South-East, East, South-West. Apply 27/19, Office of this Paper.

#### MANAGER.

REQUIRED by leading firm of Manufacturing Chemists to supervise travelling and office staff; must be of good education and address, good correspondent, and have a thorough knowledge of modern propaganda and business methods; must be an enthusiastic salesman with organising experiences; preference will be given to qualified Chemist with knowledge of foreign languages. Apply 36/60, Office of this Paper.

RED, by a firm of Manufacturing Chemists, a man who has a practical experience of the manufacture of Tinctures, Soluble and Concentrated Essences. Apply, stating particulars of experience, age, and salary required, to 5/1B, Office of this Paper.

competent lady Shorthand-Typist required for confidential post in an important business on the South Coast; experience in Drug trade essential; duties chiefly Correspondence and Secretarial. Age, details of experience, and salary to 36/61, Office of this Paper.

LLERS wanted all over England, with first-class connections among Chemists and Hairdressers; 10 per cent. on very exceptional lines. Call, if possible, Burlington & Stringer, 18-19 Ironmonger Lane, London, E.C. 2.

LLERS wanted, on good commission basis, for high-class Text Goods, Midlands and North of England, also London and; make excellent side line; reference as to character Magist, Ltd., 39 Mytongate, Hull.

ED, for Northern, Eastern, and Midland Counties, live representatives for Perfumery and preparations of the highest quality; only business men with prestige and the connection need apply; commission basis. Apply (immediate) P.C.B. 66/37, Office of this Paper.

ND, a Representative to work amongst Exporters; preference given to person with a knowledge of the Perfumery requisite trade; knowledge of French and Spanish a distinct advantage. Apply 27/17, Office of this Paper.

N, for progressive Manufacturing house, a keen, energetic, qualified man; must be a worker and capable and outdoor work. Full particulars, P.C.B. 67/16, Office of this Paper.

#### RETURNING PHOTOS, &c.

Advertisers in this section who receive portraits or testimonials from applicants with a stamped addressed envelope for reply are reminded that undue retention of these often means a loss to the sender. All personal documents should be returned as promptly as possible after

#### SITUATIONS WANTED.

##### [HOME.]

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**A.A.A.** —LOCUM; reliable, experienced; Salesman and Dispenser; entire charge; disengaged; preferential terms, early booking. "Pharmacist," 2 Christian Road, Preston.

**A.A.A.** —ASSISTANT or Manager (unqualified); exceptionally high references; age 27; first-class Salesman; quick and accurate Dispenser; London only. "Haleyon," 64 Raleigh Road, Hornsey, N.

**A.** —ADVERTISER (32); unqualified; 17 years' wide experience Dispensing, Counter, and Photographic; tall, active. Scott, 66 Wellington Street, S.E. 18.

**A.** LADY Assistant (22), Minor qualification, over three years' excellent Dispensing experience, requires position with Chemist or Doctor. Apply 31/5, Office of this Paper.

**A.** QUALIFIED Chemist (47), disengaged, experienced Dispenser, desires temporary or permanent engagement. Chemist, 32 Harrington Road, Queen's Gate, S.W.

**A.** YOUNG lady desires post as Dispenser and Secretary; recently left College. Rixton, Falkland Road, N.W. 5.

**A.** £4 week offer as qualified Manager or Assistant; 20 years' experience; permanency preferred. Davies, Ty Cwrdy, Llwynhendy, Llanelli.

**A.** N Assistant, unqualified; single; good experience Photography, Dispensing, Counter, etc.; good references; disengaged; permanent or Locum. Apply 32/20, Office of this Paper.

**A.** APPRENTICE.—Advertiser wishes experience in good general Dispensing business; no salary asked for. Apply P.C.B. 64/29, Office of this Paper.

**A.** APPRENTICESHIP.—Young lady (18) wishes serve apprenticeship; passed Part I. Minor examination. Richards, 8 Sunbridge Parade, Bromley, Kent.

**A.** S Chemist's Assistant (25); knowledge of French; served 3 years' apprenticeship; 12 months at Bath College of Pharmacy. M.L. 16450, Office of this Paper.

**A.** Manager or Assistant (35); thoroughly experienced, competent, and trustworthy; now disengaged; active; Scotchman. Gandy, 12 Clapham Park Road, S.W.

**A.** SSISTANT, unqualified, desires post; whole or part time; Counter and Dispensing. "A. R." 30 Gore Road, Hackney.

**A.** SSISTANT (34), 20 years' experience, desires situation in Retail and Dispensing business; permanency; married; disengaged March 17th. Cousins, 186 Above Bar, Southampton.

**A.** SSISTANT or Dispenser, 30, married, desires situation in Retail or Wholesale. Apply M.L. 51039, Office of this Paper.

**A.** SSISTANT, unqualified (24), married; 4 years' experience as Dispenser and Assistant. M.L. 42289, Office of this Paper.

**A.** SSISTANT (21); qualified; six years' experience Retail, Dispensing, etc.; knowledge of Photography. Paton, "Rosefield," Riddrie, Glasgow.

**A.** SSISTANT, unqualified (27), ten years' all-round experience Pharmacy, desires post, Counter and Stock preferred; good knowledge Dispensing; excellent references. Apply "Energy" (29/4), Office of this Paper.

**A**SSISTANT, capable, reliable; Dispensing and General Retail experience. Whitehead, c/o Mr. Pirie, Chemist, Harringay, London, N. 4.

**A**SSISTANT (23); unqualified; six years' experience; College trained; reference; Midlands preferred. "Statim," 106 Castle Street, Hinckley.

**A**SSISTANT, qualified, middle-age, or for company; 12 years' reference. Burn 4 Loufield Avenue, Romford.

**A**SSISTANT (25); disengaged; unqualified; highly recommended; eight years' experience General Pharmacy, Photography; permanency. "C. Y. M. S." 96 Chapel Street, Luton.

**A**SSISTANT, unqualified, eight years' Wholesale and Retail experience, desires permanency. "Statim," 39 Dulwich Road, Herne Hill, S.E.

**A**SSISTANT, qualified (24); disengaged shortly; good references; Dispensing and Counter experience; North preferred, but not essential. State terms, "M.P.S." 11 Esher Street, Middlesbrough.

**A**SSISTANT, unqualified (clergyman's daughter) desires post immediately; London; state salary, duties, hours. Miss Kunsey, 128 Belgrave Road, S.W.

**A**SSISTANT; 40 years' experience Wet or Dry Goods, Stock taking, making, or receiving; outdoors; disengaged. "K. M." 27 Turnerville Road, West Kensington, London, W.

**B**LACKPOOL, Fylde, or Preston.—Pharmacist, 24, desires post as Assistant or Branch Manager; excellent references; sea-side and provincial experience; moderate salary. "M.P.S." 66 Alexandra Road, Blackpool.

**B**RANCH Manager or Assistant; 50; disengaged; unqualified; N.H.I. Dispensing and Counter experience; accustomed Store trade; undemanding references; London only; please state terms. Stevens, 15 Fletching Road, Clapton, E. 5.

**C**LERICAL.—Evening work of any kind; writing up accounts and posting up books; terms moderate. Write "F. G." (266/33), Office of this Paper.

**D**EMOBILISED Officer desires position as Chemist; 40; married; educated Manchester University; colloquial French and Welsh; knowledge company law and finance. Apply M.L. 97877, Office of this Paper.

**D**ISENGAGED; qualified; st. 46; wide experience; Manager or Locum; London preferred. "Chemist," 108b Elgin Avenue, W. 9.

**D**ISPENSER (27), married; 3 years' experience as Assistant. M.L. 75250, Office of this Paper.

**D**ISPENSER (lady), Hall, requires post with Doctor or Chemist, anywhere in the British Isles. Veitch, Pembridge Manor, Pembridge Crescent, London, W. 11.

**D**ISPENSER (Hall).—Nurse, experienced, requires post mornings; Thursday evening if necessary. "Nurse," 49 Rectory Grove, Clapham.

**D**ISPENSER-BOOKKEEPER and Surgery Assistant, many years' experience, highest references, has mornings and afternoons free; London or suburbs. Smith, 21 Falmouth Road, S.E. 1.

**E**VENING work required by experienced Dispenser and Laboratory Assistant; also efficient Bookkeeper; all evenings free. Apply Bull, 57 Glenwood Road, Catford Hill, S.E. 6.

**E**XPERIENCED.—Part or whole time; Dispensing, Prescribing, Bookkeeping, Dental (good extraotor). Smart, 122 Scott-Ellis Gardens, N.W. 8.

**E**XPERIENCED Assistant or Locum; good references; disengaged; Central London or Western suburb. "L." 7 Roslin Terrace, Acton, W.

**E**XPERIENCED unregistered Assistant, Counter, Dispensing, and windows, tall, 38, desires permanency; married. "Aspirin," 23 Doughty Street, Holborn, W.C.

**E**X-SERVICE man, Captain and Quartermaster, desires situation as Dispenser; 45; married; 16 years' experience; 26 years' Army service. Apply M.L. 100347, Office of this Paper.

**F**ULL Management required, where personality, combined with a thorough up-to-date general high-class experience is essential; highest qualifications and references; turnover trebled 1916-1919; Lancashire, Yorkshire, or Derbyshire preferred. 32/12, Office of this Paper.

**F**ULLY qualified Pharmacist seeks permanent management in position of trust; long first-class experience; energetic abstainer; exceptional references; London preferred. P.C.B. 1/1, Office of this Paper.

**J**UNIOR, reliable Dispenser, desires situation in Manchester district. "N. H." c/o Miss George, 45 Bowker Higher Broughton, Manchester.

**L**ADY Assistant requires post; Counter, N.H.I. Dispensing; excellent references; London or N. Staffordshire preferred. Apply "Statim," 198 Walton Street, Chelsea, S.W. 3.

**L**ADY Counter Assistant seeks position in high-class Pharmacy; excellent references; 4½ years' experience Photography; Window-dressing, Stock; no Dispensing; disengaged. Slater, 55 Goldington Avenue, Bedford.

**L**ADY Dispenser (Hall), requires post, London district, or part time; experienced Chemist, Institution, and excellent testimonials. Apply P., 6 Park Hill, W. 5.

**L**ADY Dispenser, 3 years' practical experience, requires position with Chemist, Doctor, or Institution; London or of England preferred; highly recommended by employer. F. Kenchington, Hawkhurst, Kent.

**L**ADY Dispenser requires post; unqualified; salary immediate to gain experience; Chemist or Doctor. Apply 31/30, Office of this Paper.

**L**ADY Dispenser (Hall), 3 years' experience, requires position with Doctor; Home Counties preferred. Apply 33/12, Office of this Paper.

**L**ADY Dispenser-Bookkeeper desires post with Doctor, Institution, or Chemist; Hall certificate; two years' experience. Apply 32/29, Office of this Paper.

**L**OCUM or part time; 33; unqualified; thoroughly experienced; can manage or take charge; now free. Alexander, 84a Road, Plumstead.

**L**OCUM, Holiday Relief Assistant, or Manager; thoroughly competent, experienced, industrious; terms low; disengaged; "Reliable," 239 Camberwell New Road, S.E. 5.

**L**OCUM; qualified; experienced; middle-aged; abstainer; engaged; references; preferably London. Apply 32/31, Office of this Paper.

**M**ANAGER or Locum; qualified; now disengaged; first-class experience; highest references. C. H. 221 Hammersmith Road, W. 6.

**M**ANAGER or Assistant; qualified; excellent references; Manager; disengaged. Muir, 276 High Street, Acton.

**M**ANAGER, over 6 years present position; disengaged; active worker. Apply 32/11, Office of this Paper.

**M**ANAGER, qualified, 35, tall, married, seeks situation. Living accommodation is available; excellent references. Experience. Apply "Reliable" (32/31), Office of this Paper.

**P**ART TIME, mornings or evenings; qualified. S. S. 8, Hounds Lane, Streatham Common, S.W.

**P**ART-TIME Assistant seeks berth; any district; G. 18, experience; active; middle-aged; moderate salary. 18 Davisville Road, W. 12.

**P**ERMANENCY; Locum or Relief; disengaged; thoroughly experienced; well recommended; 3 years' reference. "Statist," 57 Brown Road, Walthamstow, Essex.

**P**HARMACIST, energetic, experienced West End and would invest to extend business. D., 31 Dyne Road, N.W. 6.

**Q**UALIFIED Manager, married, seeks position of dispensing "Kudos" (31/9), Office of this Paper.

LIFIED lady desires situation on East Coast; season or otherwise; outdoors; competent in all departments; has had Dispensing experience. "E. G. W.," o/o John Keall, st Hill, Wandsworth.

LIFIED; Manager, good Dispenser and Counterman; married; good references; Birmingham or near preferred. ist," Auhrey Road, Small Heath, Birmingham.

LIFIED Lady Chemist, first-class City experience Dispensing and Front Counter, seeks position with Doctor or Chemist. Office of this Paper.

T Salesman; 15 years' experience Drugs, Surgical, Toilet, o. "Salol," 37 Brunswick Road, N. 15.

T experienced Pharmacist Manager, requires permanency town or country; up-to-date in modern business methods; married. Usual particulars to "Minor," 26 Fox Hill,

ELLER or Bookkeeper; 26; six years' experience with emists; qualified Bookkeeper. Apply M.L. 73169, Office 'aper.

ALIFIED; capable and reliable Manager or Assistant; ex- lent references; all-round experience; age 38; disengaged; temporary entertained. Number One, 74 Peckham E.

G qualified Yorkshireman, reliable, competent, seeks t, Wholesale or Retail; excellent references; London or preferred; Photography; commence Easter; moderate or experience. Wood, 7 Adelaide Square, Bedford.

! Lady, unqualified, four years' experience, age 21, seeks engagement. Apply to 24/22, Office of this Paper.

! lady, unqualified, five years' experience Drugs, Toilet, graphic, desires post; London. Address 32/16, Office paper.

## WHOLESALE.

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8 words or less; 6d. for every additional 10 words or less, prepaid.

TICAL Chemist, with extensive experience in the sis of oils, fats, waxes, rubber, waters, coal, soap, is open for engagement; has achieved and published excellent references. Apply 15/140, Office of this

T (Isle of Man), recently retired from business, inty acquainted with season's requirements for Chemists, Hairdressers, etc., would represent on commission house, individually specialising in Packed Goods and es, Chemists' Sundries, Medical and Toilet Bottles, Perfume Requisites, Brushes, Combs, etc., Toilet Soaps. S., 5 West View, Douglas, Isle of Man.

IONAL opportunity arises for a well-established firm ure the services of a gentleman to represent them who noce with Doctors, Chemists (Wholesale and Retail), spitals, and ability in designing original futuristic displays; London, Greater London, and Home Counties. 41airholme Road, W. Kensington, W. 14.

INCED high-grade Representative, accustomed to big ss with Wholesale and large users only, desires intert, representation. Apply P.C.B. 66/22, Office of this

IAN, with executive experience and possessing bns- cumen, accustomed to handling labour, analytical and emist, offers his services in managerial capacity, or in positi, of responsibility where ability, organising capacity, escholar knowledge are required, and a commensurate salary Apply 15/14, Office of this Paper.

GENTLEMAN, used to controlling, pricing, invoicing, accounts, travellers, office, home, and export, desires change; 23 years Drugs and Fine Chemicals; age 39. Apply P.C.B. 67/15, Office of this Paper.

ORGANISING, Administrative, Travelling, or Managerial.—Ex- Service; Major; qualified; 49; 25 years in business as Phar- macist on own account; fluent Italian, slight French; considerable administrative experience in Army as O.O. Medical Stores in France and Italy. Apply M.L. 98597, Office of this Paper.

## LOOK AHEAD.

PERFUMERY Manager requires position; accustomed to supervise the Manufacture of all Perfumes, Soaps, and Toilet Preparations; up-to-the-minute in the production of Vanishing Creams, Tooth Pastes, Frozen Cologne, Compact Powders, Bath Cubes, exquisitely perfumed Soaps, and all latest Handkerchief Odours; understands Export trade and special packing required for various markets; sales organisation and advertising experience. "Live Wire" (P.C.B. 67/25), Office of this Paper.

PERFUMERY and Toilet Preparations.—Advertiser, with 17 years' experience in the manufacture of Perfumes and Toilet Preparations, requires berth as Manager or Assistant Manager in Perfumery Works or Factory. "J. H." (67/19), Office of this Paper.

PERFUMERY AND TOILET SPECIALTIES.—Gentleman, with 20 years' experience as Manager of factory producing high- class products, requires position; thoroughly experienced and up-to- date in the manufacture of high-class Perfumes, Toilet Preparations, Face Creams, Tooth Pastes, Shampoos, Toilet Soaps, etc.; accustomed to handling labour; good knowledge in the maintenance and erection of machinery; keen buyer. Apply "F. G." (P.C.B. 66/39), Office of this Paper.

REPRESENTATIVE, with extensive connection (Chemists) de- sires representation good house; also possessing connection view developing same. "Cheshire" (32/10), Office of this Paper.

WALES.—Traveller, disengaged, desires to represent well- established house; Sundries preferred, hut not essential. Apply "System" (32/32), Office of this Paper.

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10s. for 60 words; 1s. for every additional 10 words or less.

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M CADAM & TUCKNISS, Stock and Share Brokers, Bank Chambers, Blackheath, S.E. 3. Established 1898. Telephone: 81 Lee Green.—Shares for Sale (free of commission, subject): 500 Genatosen 8% Pf., 16s. 6d.; 125 G. B. Kent 51% Pf. 13s. 9d., July dividend carries extra 1% participating; 500 Lever's 7% Pf. 15s. 4d., 500 8% Pf. 15s. 1d.—Wanted (subject): 500 Allenbury "B" Pf., 13s. 6d.—Bankers, London County and Westminster.

SHOP FITTINGS.—Drug Fitting, glass-fronted Counter, Wall Cases, and Dispensary Screens for immediate delivery; lowest prices consistent with high-class work. H. Mills & Sons, Shop-fitters, 163-165 Old Street, E.C. 1.

# SOUTHALLS' SANITARY SPECIALITIES.

We have pleasure in announcing that the following lines were reduced in price on March 1st, 1921:

PROTECTIVE APRONS, Nos. 0, 1 & 2  
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BABY KNICKERS - - Nos. 0 & 1  
INFANTS' BIBS - - Excepting No. 5  
BABY NAPKINS  
TOILET POWDERS - - Nos. 1 & 2

**Southall Bros. & Barclay, Ltd.**  
Charford Mills, BIRMINGHAM.

**SECOND-HAND CHEMISTS' FITTINGS.**—We have an exceptionally fine selection of these in all sizes; prices are right, and goods are in first-class condition; we shall be pleased to supply particulars and prices. Call or write, RUDDUCK & CO., 262 Old Street, London, E.C.1.

**COMPLETE** set of Shop Fittings, comprising 14' 0" Drag Fitting, 10' 0" glass-fronted Counter, 6' 0" bent plate-glass Counter Case, 5' 0" handsome Dispensing Screen, Counter, and Sponge Case, 5' 0" Wall Case, Perfumery Case, and Desk and nest of Counter Drawers. Can be seen at Philip Josephs & Sons, Ltd., 93 Old Street, London, E.C.1.

**FOR** Sale, second-hand best Spanish Mahogany Shop Fittings, upright Counter Case, 2 6' shelves, and bent glass front, 150s.; handsome glass Dispensing Screen, 4' bent glass ends, glass shelves and mirrors, 24 small drawers, £17 10s.; glass-fronted Sponge Box, lift-up top and drawer, 2' 9", £5; sketches on application. Clark, Chemist, Queen's Road, Bristol.

**L**ANOLINE Hydrons, 14 tons, for sale, 7d. lb. For samples address Fry, McDonald, Ltd., 166 Piccadilly, W.1.

**O**FFERS wanted for about 200 lb. of Tarts. Apply 27 23, Office of this Paper.

**O**PIUM.—We hold Board of Trade Licence for Sale to Registered Dealers of 52 lb. What offers for whole or part? Lartington & Co., Ltd., 50 James Street, Liverpool.

**R**EVOLVING Barrel Mixer, £5; Revolving Sifter, £5; Hand Mixer, 5d.; French Burr Mill Stones, 22" underdriven, £18; Tabletting Machine, £50; cwt. glue, £5; cwt. Powdered Gums, £5; cwt. Magenta, £12; 5-cwt. tins; Carbonate of Ammonia, 5d. lb.; 10 gross 20-oz. Flat Bottles, 36s. gross; Tess Sanitary Fluid, 5s. 6d. gallon; Cork Liquid Perfumed Soap, 4s. gallon. Bailey & Co., Stockport.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

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15 1/2 lb.	Syrup Rhoeas
13 lb.	Syrup Eustachii
36 lb.	Ol. Eucalypti Glob.
4 1/2 lb.	Ext. Nuci Vomic. Liq.
14 lb.	Tinct. Iodii Fort.
5 lb.	Tinct. Nuci Vomic.
14 lb.	Infus. Senegea Conc.
5 lb.	Calcii Lactas B.P.
112 lb.	Syr. Ferri Phosph. Co.
7 lb.	Potass. Permang.
28 lb.	Refined Camphor (block)
14 lb.	Magnes. Calcii Levis.
14 lb.	Pulv. Zinc. B. Opt.
21 lb.	Pulv. Sennæ Tinn.
7 lb.	Rad. Gentian
7 lb.	Pulv. Sem. Foeniculi
6 oz.	Saccharine
300 gross	Pil. Ferri (Blaud) gr. v., p.c.
14 lb.	Ol. Cocae Nucis
18 lb.	Pulv. Cinchon. Rub.
7 lb.	Pulv. Marant. (St. Vincent)
14 lb.	Plumbi Acetas (commul.)
2 lb.	Tab. Aspirin, gr. v.
14 lb.	Colocynth (whole apple)
7 1/2 cwt.	Chemically Pure Glycerine B.P. 1/26
6 cwt.	Calcii Carb. Præcip. Pond.
2 x 40 gallons	Yellow Mineral Oil
2 x 40 gallons	White Mineral Oil

Accy Box 6 56. Office of this Paper.

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Twopence per word: Minimum 2s.

### FOR DISPOSAL.

CANCELLED Russian order.—5 gross "Record" H. Needles; 25s. gross. Greenwood, 29a Windsor Road. Avery Weighing Chair, upholstered green oak fram weight, new condition; £10. Dalton, Martin Ch. Martin Lane, E.C.

### DRUGS AND CHEMICALS.

WHAT Offers?—About 20 lb. Canada Balsam, 56 lb. Zinc carbonate. Apply 31 2, Office of this Paper. CASTOR OIL, Pharmaceuticals, 40-lb. tins; 9d. per lb., forward. M. Crawshaw, Chemist, Ramsbottom.

### WANTED.

TELESCOPE. Particulars to M. Crawshaw, Chemist, Ramsbottom.

GLASS Showcard Stands, pedestal pattern. R. Beck Patricroft, Manchester.

TRANSPORT Glycerin Soap bars, 1 1/2 inches length. Price to Robin, Leven Street, Edinburgh.

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ONE size "F" Sifter and Mixer, Gardner type, new fast and loose pulleys and outside stand. Apply 63, Office of this Paper.

DISPENSING Scales, Pill Machine, suppository M. Codex (lates). Condition, etc., Bowden, Rawdon & Worth, Bolton.

CHEMICAL BALANCE. State make, condition, and particulars to F. C. Savage, Control Laboratory, W. B. Ltd., Rawdon, near Leeds.

REQUIRED for cash, Tablet Compressing Machine, big new or second-hand. Write full particulars "G.", Lane, South Tivertonham, London, N. 15.

MICROSCOPE Swift preferred. State make, condition, particulars, to F. C. Savage, Control Laboratory, W. B. Ltd., Rawdon, near Leeds.

PHARMACEUTICAL Books wanted; cash offers. Gower, Bookseller, 41 Voltaire Road, Cheadle.

RADIUM SALT, pure or Residues, old Applic. Apply Harrison Grew, Radium Laboratories, 15 Broad, S.W.9.

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**SHOWCARDS** are supplied with the most popular lines. *With an initial order of three dozen for any line we will write a showcard to customer's own wording.*

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